Sales Manager

Our client is a well-established Multinational Marketing Agency who requires a Sales Manager to manage the Retail Sales Team for one of the most outstanding global brands. The official title for the jobholder will be the Country Team Leader

The job involves managing the Sales Team and Retail partners efficiently so as to maximize the client's market share. The jobholder will report to the agency's head office and also provide periodic feedback to the client.

Responsibilities and Duties

- Manage the sales team to achieve the set deliverables and targets.
- Create strong relationships with all the retail partners.
- Motivate the team through coaching, training and prompt payments.
- Equip the team with sufficient tools, equipment and trade materials.
- Ensure quality, high standards and professional service delivery.
- Participate in weekly/monthly business review/planning meetings

Key competences and Skills

- Outstanding communication skills, and understanding of business trends
- Creative and critical thinking skills.
- Good business, presentation skills and Computer/mobile gadgets literacy.
- Good, teamwork, networking and a strong presence.
- Good negotiation, customer service, and organization skills.
- High motivation, energy and discipline.

Minimum Requirements

- A Business related degree from a reputable institution; MBA will be an added advantage.
- At least Seven years experience in middle/senior sales management positions.
- Experience working with mobile gadgets or in the telecommunications industry.
- Must be a Tanzanian Citizen

Remuneration and Benefits

A competitive remuneration package and benefits will be offered to the successful candidate.

If you meet the above requirements send in your CV only (no certificates please) to jobs@saleshouse.co.tz. Only successful candidates will be contacted within 7 days.