



Job Title: Sales Consultant/Key Account Manager

Location: Dar es Salaam - Tanzania

Purpose

To market and sell Cartrack products & services and ensure that sales targets in a specified area are met. Manage key accounts, maintain long term relationships with clients and maximise sales opportunities within them. The ideal candidate must be target driven, self-starter and motivated to succeed.

Key Responsibilities:

- Identifying, calling and selling the company products and services to potential customers
- Developing long-term customer relationships in order to promote and reinforce value propositions.
- Promoting products and services to existing key account customers
- Following up on customer requests, orders placed, out of stock situations and all communication to customers.
- Identifying opportunities to grow the market share
- Achieving monthly and yearly sales targets through planning and executing plans for key accounts.
- Obtaining complete knowledge of competitor products and markets.

Experience Required

- Minimum 2 years' experience as a Sales Consultant/Key Account Manager (Sales)
- Experience in sales and providing solutions based on customer needs

Qualifications Required

- Degree in Marketing and Sales

Competencies

- Excellent Communication Skills
- Customer Services Orientated
- Business Acumen
- Target Driven
- Problem Solving Skills
- Excellent command of English

To apply, kindly email your CV to: tanzaniacareers@cartrack.com