



MANTRAC TANZANIA IS HIRING

SALES REPRESENTATIVE- MULTIBRAND

Location: Dar es Salaam

Responsibilities include

- Achieve agreed sales targets for the company's range of bearings (but not limited to bearings) within Tanzanian territory.
- Gather information regarding the demand for the product, reasons for the change and analyse customer needs
- Identify potential customers.
- Participate in contract preparation, define the type of contract, discuss terms and conditions of supply, produce documentation, solve discrepancies and review customer documentation.
- Ensure payments are made in a timely manner by actively managing collections, invoice details and payments.
- Maintain and update our customer database within the territory and ensure it to be accurate and up to date. Provide the Sales Team and other staff with this information upon request.
- Keep regular contact with customers, review contract terms and dates, and prepare documentation for contracts.
- Produce required reports for the Parts Sales Manager on time and in the correct format.

Requirements

- B.Sc. Mechanical Engineering or equivalent.
- Minimum 3 years experience in engine / electrical mechanical / construction or related industry sales as a preference with a proven track record of sales and experience in selling bearings.

If you're the one for the job...
send your CV to: hrtz@mantrac.co.tz

Deadline for submission 20th July 2022