



## 1. JOB TITLE: **Business Analyst**

Sales

DAR ES SALAAM-NELSON MANDELA RD(TZA)

Tanzania

### **Job Description**

- Prospecting of potential customers and negotiating contracts.
- Control over the term and condition of sales as specified in sales agreement including credit limits and terms of payments.
- Improve customer's loyalty by frequent visits, identify their needs and act accordingly.
- Undertake periodic market survey, at least once every Month, of the business and propose an action plan for improvement.
- Propose actions to improve market share and good level of margin
- Conduct Technical visit and propose correct Lubricants to clients
- Monitor sales of each customer in respect to budget.
- Participate in any marketing activity that improves the sales and profitability of the company.
- Propose actions to improve markets share and good level of Margin.

### **Context and environment**

- Stiff competition in the market
- Smuggling and re-branding of fake products
- Price sensitive market

### **Candidate profile**

- BSC in Mechanical /Chemical Engineering/B.Com. in Marketing
- Minimum of Five years work experience preferably in petroleum industry
- Experience in marketing and selling skills.
- Knowledge of computer application software (word processing, spreadsheet, systems....)
- Excellent in anticipate, analytical and decision- making skills

**APPLY HERE**

## **2. JOB TITLE: Senior Sales Engineer**

Sales

DAR ES SALAAM-NELSON MANDELA RD(TZA)

Tanzania

### **Job Description**

- Prospecting of potential customers and negotiating contracts.
- Control over the term and condition of sales as specified in sales agreement including credit limits and terms of payments.
- Improve customer's loyalty by frequent visits, identify their needs and act accordingly.
- Undertake periodic market survey, at least once every Month, of the business and propose an action plan for improvement.
- Propose actions to improve market share and good level of margin
- Conduct Technical visit and propose correct Lubricants to clients
- Monitor sales of each customer in respect to budget.
- Participate in any marketing activity that improves the sales and profitability of the company.
- Propose actions to improve markets share and good level of Margin.

### **Context and environment**

- Stiff competition in the market
- Smuggling and re-branding of fake products
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**Candidate profile**

- BSC in Mechanical /Chemical Engineering/B.Com. in Marketing
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