



JOB Title: Sales Manager

Location: Dar es salaam

We are looking for a sales manager to drive growth of sales and accelerate penetration of steel production (Roofing sheets and Pipes) through collaboration with industry players and direct selling techniques.

QUALIFICATIONS.

- To achieve the annual targets both in terms of volume and value.
- Collaborate with marketing function and identify potential/new business opportunities and new market segments.
- Prepare sales forecasts, objectives, and development of robust project pipelines.
- To develop a robust pipeline of projects through engagements with several stakeholders' groups to drive volume and value engineering solutions.
- Ensure efficient customer relations management and customer service.
- Ensure customer accounts are within credit limits, cash collection and debtor`s management.
- Develop and execute strategic sales plans to achieve company objectives within the steel industry.
- Lead, mentor, and manage the sales team to foster a high-performance culture.

Requirements:

- Proven experience 4+ years in a senior sales role within the steel industry.
- Strong leadership skills with a track record of successfully managing and motivating sales teams.
- In-depth knowledge of steel production processes, market trends, and customer needs.
- Excellent communication, negotiation, and strategic planning abilities.

- Bachelor's degree in Business Administration, Sales, or relevant field; Master's degree preferred.

Education Background

Master's in business management preferred. Sales and Marketing Diploma is an added advantage.

10 years in Technical and Commercial Sales

3 years sales of steel building

Must be in the field of Building Materials/Steel Industry.

Ability to understand and disseminate technical concepts effectively.

How to Apply:

Send your resume and cover letter to a.hashamkhan@gnmindustry.co.tz with the subject line: "Sales Manager."