

WE'RE HIRING

KNAUF

JOB TITLE: Trade Sales Representative

COMPANY NAME: Knauf Gypsum Tanzania Limited

WORKSTATION: Mwanza

JOB TYPE: Full-time

ABOUT US:

Knauf Gypsum Tanzania is a leading manufacturer and supplier of gypsum boards, skimming powder, metal profile and building accessories in East Africa. As we continue to expand our business, we are seeking a motivated and skilled Trade Sales Representative to join our team.

JOB DESCRIPTION:

As a Trade Sales Representative at Knauf Gypsum Tanzania Limited, you will be a key point of contact between Knauf and the clients: responsible for selling Knauf products by identifying leads, educating prospects on products through calls, trainings, and presentations, and providing existing customers with exceptional support.

KEY RESPONSIBILITIES:

1. Listening to customer requirements and presenting appropriately to make a sale.
2. Maintaining and developing relationships with existing customers in person and via telephone calls and emails.
3. Cold calling to arrange meetings with potential customers to prospect for new business.
4. Negotiating the terms of an agreement and closing sales.
5. Achieve agreed upon sales targets and outcomes within schedule.
6. Supply management with reports on customer needs, problems, interests, competitive activities, and potential for new products and services.
7. Gaining a clear understanding of customers' businesses and requirements.
8. Making accurate, rapid cost calculations and providing customers with quotations

QUALIFICATIONS:

- Bachelor's degree in business administration, Commerce, Marketing, or a related field.
- Minimum work experience; Three (3) years as a Sales representative.
- Strong verbal and written communication skills
- Attention to accuracy.
- Honesty and clear integrity
- Problem Solving skills.
- Negotiation Skills
- Performance oriented
- Proven ability to meet and exceed sales quotas.

HOW TO APPLY:

Interested candidates are invited to submit their resume/CV and a cover letter outlining their relevant experience and why he/she want to work for Knauf.

- Apply on <https://career.knauf.com> before 7th December 2023.

NOTE:

Knauf Gypsum Tanzania Limited is an equal opportunity employer. We encourage candidates from all backgrounds to apply.

APPLY HERE