



EMPLOYMENT OPPORTUNITY

Vacancy exists in Sales department:

Key Account Sales Manager-Chinese (1 position)

Qualification: Engineering or Business Administration degree or equivalent qualification

Experience: Extensive experience of Business to Business sales experience, dealing at a senior level
Experience of using CRM database

Skills: Excellent interpersonal skills with the ability to build and maintain strong working relationships
Strong written and verbal communication skills
Able to speak English and Chinese
Strong business development skills

Knowledge: Strong commercial awareness
Good understanding of the Caterpillar product line
Strong cultural awareness

Must possess a valid Tanzanian Driving license.

Location: Dar es Salaam

Responsible for the sale of Caterpillar products to assigned Chinese Key Accounts

Duties and Responsibilities:

Prospects Acquisition

- Be fully compliant to the lead qualification process and response times

Coverage Studies

- Maintain customer and machine population is correctly and timely updated in Salesforce.com

Key Account Planning

- Participates in periodic reviews of Key Account Plans with Head of Function or Sales Manager including strategies, terrain maps, action plans, and results.

Territory Planning

- Execute the territory sales plan, reaching out to current key accounts to expand business

Call Planning

- Build and maintain strong relationships by ensuring that the set coverage target is met and that key customers enjoy a positive customer experience

Sales Funnel Management

- Applies Mantrac's sales methodology to progress sales opportunities through the sales funnel
- Makes optimal use of selling time for coverage, call preparation and engagement with the key decision makers
- Seize all available opportunities with the sales funnel to improve sales and are recorded on CRM

Sales Outlooking

- Commits on future sales figures based upon sales pipeline data and adequate utilisation of Mantrac's

sales methodology;

Sales Review Sessions / Self Development

- Prepares for one-to-one performance review sessions with Sales Manager, at least once a month, based upon Mantrac Sales Process metrics (i.e. Sales Effectiveness Tracker)

Utilises both the Caterpillar and Mantrac training resources for continual self-development.

Applicants who are interested should apply through below address:

The Human Resource Manager
P.O. Box 9262
Dar es Salaam

HRTZ@Mantrac.co.tz

The Closing date for applications will be 30th October 2021.