



EMPLOYMENT OPPORTUNITY

Mantrac Tanzania Ltd, a subsidiary of the Mansour Group has been the sole distributor of Caterpillar earth moving, power generation and materials handling equipment and product support services in Tanzania for over 83 years.

INSIDE SALES REPRESENTATIVE-POWER SYSTEMS

We are growing and evolving company and to achieve our objectives seek to fill the above vacancy. Candidate will be responsible for achieving or exceeding agreed sales targets for the Company's range of products within Tanzania Territory.

Qualification: B.Sc. Electrical /Electromechanical or equivalent.

Experience:

Minimum 3 years experience in engine, construction or related industry sales as a preference

- Proven track record of sales
- Export experience as a preference

Duties and Responsibilities:

Responsible for achieving or exceeding agreed sales targets for the Company's range of generator products within Tanzanian territory.

- Study the market and analyse market possibilities.
- Gather information regarding the demand for the product, reasons for the change and analyse customer needs.
- Determine potential and prospective customers.
- Participate in the contract preparation, defining the type of contract, discussing terms and conditions of the supply, producing documentation, solving discrepancies and analyzing documentation of the customer.
- Ensure payment is received timely according to contract arrangements.
- Organise the computerised databases of the customers within the territory (general company information, customer financial statement, volume of sales, timely and accuracy of contract accomplishment, etc.) and ensure it to be accurate and up to date. Provide Sales Team and other staff with this information upon request.
- Keep regular contact with the customers, review the contract terms and dates, and prepare documentation for the contracts to be used.
- Produce obligatory reports within a set form and date to the Sales Manager of the Department.

Applicants who are interested should apply through below address:

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

HRTZ@Mantrac.co.tz

Closing date for applications will be 26th November 2021