



Mikocheni Light Industrial Area P.O BOX 7555 Dar-Es-Salaam
Contact: +255 22 278 0376

Job Title: Sales Representative

Reports To: Head of Sales

Department: Sales and Marketing

Location: Dar Es Salaam / Bagamoyo

Key Responsibilities

- Acquires new customers from an assigned geographical area.
- Create relationship with customers to identify their Potential needs and qualify their interest and viability to increase sales.
- Align with Company goals and aspects of Frostan' and NyamNyam brand based on the Availability, Visibility, Pricing, Promotions and Advocacy into specific assigned market.
- Grow and maintain the Frostan products Market share and all activities taking place in specific market segments.
- Understand and be able to achieve targets assigned by the business.
- Responding to complaints from customers and give after-sales support when requested.
- Find events and platforms that we can showcase our products
- Producing reports on Marketing visiting outcomes and advice on company sales resources to assist in solutions development.
- Perform any other relevant duties as may be assigned by HOB

Key Performance Indicators (KPI's)

- Achieve Sales Targets
- Grow Frostan products shares

Skills and Competencies

- Excellent verbal and written communication skills
- Presentation skills
- Customer Care
- Networking
- Excellent team player and supporter
- Fluent in English and Swahili
- Well-organized and responsible with an aptitude in problem-solving
- Ability to work well in a fast-paced environment.
- Self-development
- Computer literacy
- Report writing
- Fluent in English and Swahili
- Technical skills and knowledge



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Education Qualifications

- A Bachelor's degree in Sales and marketing

Work Experience

- Minimum of 2 years' experience in Sales, Marketing, Commercial or relevant role

Duty Station/ Location

- Dar es Salaam/Bagamoyo

HOW TO APPLY:

Frostan Ltd is an equal opportunity employer and the position is open to all. Qualified candidates should submit a CV and relevant certificates. Only candidates with the required experience will be contacted. Submissions to be sent to: **Email: hr@frostan.co.tz:**

Closing date: 30th October, 2023.