



**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@gnindustry.co.tz](mailto:a.hashamkhan@gnindustry.co.tz) with the subject line: "Sales Manager."