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JOB VACANCY

JobTitle: **Sales & Marketing Executive** Department: Sales & Marketing
PositionReferenceNo: 2023-11-24-0002 Location: Dar es Salaam
Responsible to: ProjectManager Responsiblefor: N/A

We are looking for a passionate Sales & Marketing Executive to plan and oversee the organization's marketing activities and campaigns. You will be the one to ensure that all marketing operations are successful in meeting the goals set by management. Must have experience in Construction Industries and manage to perform sales activities in Building materials like concrete, River sand, Coral stone, Backfilling, Aggregates, CRR , Iron steel, and Iron sheet

Responsibilities:

- Engages in superior customer service by making information readily available
- Persists in sales even in the face of failure
- Demonstrates products and services as deemed necessary by clients and management
- Makes product knowledge readily available to self and other sales people through various resources
- Researches client base to find new types of customers and sells accordingly
- Creates a plan for gaining customers and then retaining them based on warranties or guarantees
- Analyzes and creates a plan for engaging the target market
- Analyzes the competition to create a plan for engagement
- Makes product appeal to the target market
- Sets up booth at trade shows and demonstrates the quality or uses of a product
- Demonstrates superior time management skills and meets sales deadlines

Person Specification:

Experience:

- Minimum of 2-year experience in a similar role
- Must have an experience on Construction Industries. You can mention them.

Knowledge/Skills:

- **Bachelor's degree in Sales & Marketing.**
- Proven experience as marketing officer or similar role
- Solid knowledge of marketing techniques and principles
- Good understanding of market research techniques, statistical and data analysis methods
- Excellent organizational and multi-tasking skills
- Outstanding communication and interpersonal abilities
- Creativity and commercial awareness
- A team player with a customer-oriented approach

Desirable:

- Stress tolerance
- Attention to detail
- Able to work with limited supervision
- Proactive and reliable & Team player
- Working in a multi-cultural set-up

Core Competencies:

Communication, Integrity, Flexibility, Self-Development, focused on Deadlines and Working in team

Other Recruitment Info:

Original education certificates and other reference must be presented during the interview for short listed candidates.

Please, send Cover letter, Certificates and CV as single document (in PDF format) before 3/12/2023-1650hrs.

Send to: recruit@kibogate.co.tz (Please mention "Sales &Marketing Executive" as mail Subject)

