

WE'RE HIRING

KNAUF

JOB TITLE: Technical Sales Representative
COMPANY NAME: Knauf Gypsum Tanzania Limited
LOCATION: Dar es Salaam
JOB TYPE: Full-time

ABOUT US:

Knauf stands for opportunity. We know that opportunity looks different to each person, and we are proud that we see opportunity in everyone. This exciting role within the Commercial Team could be the perfect next opportunity for you to build a unique career, in a values-led culture with a clear purpose of making tomorrow a home for all of us.

We are a global manufacturer of construction materials and within our Group, our 41,500 team members in 90 countries across 300 sites provide a huge opportunity for anyone with ambition and energy. We value everyone's contribution equally and we ask that you bring your whole self to work, to enrich the business further, as together we achieve more in a safe and inclusive environment.

Knauf Gypsum Tanzania Limited is proud to be part of the Knauf Group. We have a 9-year heritage in Gypsum manufacturing and have big plans for the future. Our global reach in 90 countries continues to grow and we are looking for passionate, ambitious people to help us achieve our goals. We are all led by the same core values and believe in the powerful potential of large companies to have a positive impact on the world. We are now looking for another team mate to join us in Dar es salaam as a Technical Sales Representative.

As a Technical Sales Representative at Knauf Gypsum Tanzania Limited, you will be responsible to sell technical services, products, and systems; to position Knauf as leading plaster board and system brand in East Africa.

WHAT YOU'LL BE DOING:

1. Projects specification to all construction projects, to gain better system sales through consultants, architects, main contractors and subcontractors, and stakeholders.
2. Reach out to architects, contractors, and projects owners to present and introduce products, systems and services offered by Knauf.
3. Increase complete system sales through specifying new projects and maintain existing leads by regularly following up with contacts.
4. Manage technical submittals based on technical requirements study for all construction projects in Tanzania and neighbouring countries.
5. Liaise with the Training Centre Manager to facilitate mock-ups and training for installers when a project client requests.

WHAT WE'D LOVE FOR YOU TO HAVE:

We are interested in you as a person: your attitude, behaviours and values. As long as you have the willingness to learn anything you need for the role that you don't already have, we'd love to speak to you. If you have experience in the following areas – this is an added advantage:

- Bachelor's degree in civil engineering/Architecture
- Minimum work experience; Three (3) years as a Technical Sales representative.
- Strong verbal and written communication skills
- Strong problem solving and trouble shooting skills.
- Performance oriented
- Ability to read and interpret construction drawings.
- Prior experience in finishing works, drywall construction, carpentry and having ability to operate Computer Aided Design (CAD) software is an added advantage.
- Proven ability to meet and exceed sales quotas.

WE'LL PROVIDE:

A competitive salary, health insurance cover and a year end-performance benefit.

How To Apply:

Apply via <https://careersemea.knauf.com/jobs/3395345-technical-sales-representative> before 1st December 2023.

N.B: Knauf Gypsum Tanzania Limited is an equal opportunity employer. We encourage candidates from all backgrounds to apply.

 BEST GYPSUM BOARD
COMPANY OF THE YEAR • 2022

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[To Apply, CLICK HERE](#)