

WE'RE HIRING!



SALES EXECUTIVE – WELLNESS

Wellness primary responsibility is to drive sales and revenue growth for company's wellness products or services. Your role involves promote and sell wellness offerings to individuals, businesses, or other target markets.

JOB COMPETENCIES AND QUALIFICATIONS

- Diploma/Degree in any social science course for those with psychology will be an added advantage.
- 3 years' experience in similar role
- Knowledge of business development strategies and processes.
- Excellent communication and presentation skills.
- Demonstrated ability to promote, negotiate and conclude contracts.

HOW TO APPLY;

Applicants are requested to enclose a detailed CV together with copies of relevant testimonials and cover letter and e-mail to;

recruitment@assemble.co.tz

The deadline for submitting applications is close of business **26th April 2024**



KEY DUTIES AND RESPONSIBILITIES

- Selling Employees Wellness Programme, conducting persuasive sales presentations and demonstrations to showcase the benefits of the company's wellness offerings to clients, addressing any questions or concerns they may have.
- Nurture intermediaries' agencies and brokers relationship by having daily, weekly, and monthly visits.
- Staying informed about market trends, competitor activities, and industry developments related to wellness products and services, and using this information to refine sales strategies and identify new business opportunities.
- Working closely with cross-functional teams such as marketing, customer support etc to ensure alignment and support for sales initiatives.
- Meeting or exceeding sales targets and quotas set by management, and actively participating in sales meetings and training sessions to continuously improve sales skills and performance.
- Ensuring a high level of customer satisfaction by promptly addressing customer inquiries, resolving issues, and providing exceptional service throughout the sales process.
- Sell wellness programme to the existing cooperates/individual clients who have other assemble product.
- Cross Selling other Assemble Insurance products to client.
- Prepare wellness quotations, share proposals and letters to different customers.
- Observe and Preserve AIT brand in all Employees Wellness Programme -EWP outside activities.
- Any other duties as may be assigned by Wellness immediate supervisor.

