

Job Description

Responsibilities;

1. Generate new business by Cold calling / follow-up of leads/referrals from business sources and clients
2. Providing necessary information and advice to customers using Cartrack Tanzania products or services
3. Achieving sales targets monthly.
4. Communicating courteously and professional with customers through telephone, email, letter and face-to-face
5. Keeping accurate records of discussions and correspondence with customers
6. Analysing statistics or other data to determine customer satisfaction with the Cartrack Tanzania product and services.
7. Providing written information as requested to customers, often involving the use of computer packages/software.
8. Learning about Cartrack's Tanzania products or services and keeping up to date with changes.
9. Keeping ahead of developments in customer service by reading company updates and release notes
10. Calling on business sources and existing clients to build business relationships.
11. Following up on new and existing clients to ensure that they are still happy with our product and service.
12. Do presentations to business sources and clients to explain Cartrack services.
13. Undertake Marketing and promotion (increase brand awareness) activities.
14. Attending to quality of leads / SLA and applications.
15. Reporting with respect to daily activities to the Manager / Supervisor.
16. Product training for business sources and clients.
17. Follow up on new and pending business.
18. Administration of commission payable to business sources.
19. Ensuring all the safety and environmental requirements are adhered to.
20. Perform any other business duty as may be assigned to you by your immediate supervisor

Requirements

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- Diploma/ Bachelors degree in Sales & Marketing or any related field.
- Experience in Business to Business (B2B) sales/ corporate sales for at least 1 year.
- Strong Business Acumen with a focus on customer relations
- Prior experience in fleet tracking/ management company is an added advantage
- Sales target driven
- Drive new business development
- Solution orientated
- Ability to plan and organize with strong administrative skills
- High level of EQ with strong negotiation skills

- Applied Excel at Intermediate Level
- CRM applied experience

BONYEZA HAPA KUTUMA MAOMBI