We Are HIRING!

MERCA
Innovation. Reliability. Integrity.

Post - **Account Sales Manager**
Location - **Dar es Salaam & Zanzibar**

Company Profile

Merca is a procurement outsourcing company, we offer a dedicated and outsourced solution aligned with your company's operations, capabilities and requirements. We source the right products, quickly and effectively at the best possible price. We act as a single point of contact (SPOC); dealing with all requests and inquiries you may have. We offer on-site support, take opportunities to visit our clients which allows us to proactively work together and ensure that the daily operations on-site are maintained to the best standards possible.

Key responsibilities:

- Building and managing your universe/network of clients, internal, suppliers and partners relationships.
- Drive operational excellence and client relations.
- Report on regional sales results, tracking and preparations of reports.
- Developing and closing sales opportunities.
- Network with key customers to identify and address specific needs.
- Creation of Account plans, including market and competitor analysis.
- Reviewing, analyzing, and responding to tenders inline procurement procedures and processes.
- Accountability for our bid responses, working closely with our resources and delivery as they tailor solutions for clients.
- Create regional sales plans and quotas in alignment with business objectives.

Experience, Knowledge, and Skills

- Bachelor's Degree in Business Management, or related fields.
- Market awareness.
- Minimum of 2 year working experience in sales activities, working in promotional company(s) PPE industry, IT Software, FMCGs, and or industrial consumables
- Ability to work on own initiative, to a high level of accuracy and meet deadlines.
- Good communication and Sales skills.
- Strong people ,management leadership and Influencing Skills.
- Passion for customer service and experience of developing strong relationships with customers.
- Strong organizational skills with a problem-solving attitude.
- Availability to travel as needed.

Mode of Application

Please send your covering letter and CV to the below mail.
Email - *jobs@mercapromotions.co.tz*
Deadline - **4th January, 2023**