



JOB TITLE: Sales Manager

Job description

We are looking for a passionate sales manager for SAT Holistic Group Ltd in Morogoro. You will be the one to ensure that the company is maximizing sales and attaining all sales targets.

The ideal candidate will be responsible to develop sales strategies and sell organic products. Having an experience of selling agricultural and food products as well acknowledge on organic agriculture will be an added advantage.

Job Description

- Meeting the sales targets of the Company through effective planning and budgeting and ensure the targets are realistic and achievable
- Devises strategies and techniques necessary for achieving the sales targets. He/She is the one who decides the future course of action for his team members
- To map potential customers and generate leads for the Company. He/She should look forward to generating new opportunities for the company
- Brand promotion. He/She must make the product popular amongst the consumers
- He/She must be a team player. He/She needs to make to work in a team as a single unit towards a common objective and delivering desired results

- Maintaining and improving customer relationships, and develop new relationships
- Develop individual quotas and work on each territory to reach sales target
- Calling potential customers to explain company products and encourage purchases.
- Answering customers' questions and escalating complex issues to the relevant departments as needed.
- Developing in-depth knowledge of company products.
- Maintaining an accurate record of all sales, scheduled customer appointments, and customer complaints.
- Collaborating with the marketing department to ensure that the company is reaching its target sales and audience by having all the products on stock ready for customers.
- Informing product developers of possible product improvements and changes to ensure that company products meet current market needs.
- Preparing quarters, bi annual and annual sales report for executives and sales department.

Skills Required

- Customer service
- Meeting sales goals
- Computer skills
- Negotiation skills
- Convincing power
- Digital Marketing skills

Education and Experience

- Minimum Diploma in Business Administration, Sales, and Marketing or related field.
- Minimum of three years' experience for candidates with bachelor's degree

- A minimum of five years' experience in sales and marketing for candidates with diploma

Require Documents

- Application letter
- Birth Certificates
- Up-to-date Curriculum Vitae
- NIDA Card or NIDA Number
- Academic certificates
 - Identification Letter from the local government authority

Applications should be addressed to:

Human Resource Manager

SAT Holistic Group Ltd,

P.O Box 6369,

Morogoro.

All applications should be done online

[APPLY HERE](#)

No phone calls or in-person applications will be accepted. Only shortlisted applicants will be contacted, so there is no need to follow up.

The deadline for receiving applications is **25th September 2022**