

VACANCY

Habari Node is a licensed Internet Service Provider with its headquarters in Arusha, Tanzania providing standard Internet services and a range of innovative ICT-based business solutions to the Tanzanian market. Also operates in Dar es Salaam, Dodoma, Mwanza, Kilimanjaro, and in the National Parks.

1. SALES AND MARKETING EXECUTIVE.

Applicants must have at least 1 year on the job experience in **SALES AND MARKETING** from a recognized Company.

REPORTS TO: Business Manager

LOCATION: Arusha/Mwanza/Kilimanjaro/Dodoma or any other location that s/he may be assigned.

General Job Summary: Achieves maximum sales profitability, growth, and account penetration within an assigned territory and/or market segment by effectively selling the company's products and/or related services. Personally, contacts and secures new business accounts/customers.

CORE FUNCTIONS:

- Promotes/sells/secures orders from existing and prospective customers through a relationship-based approach.
- Demonstrates products and services to existing/potential customers and assists them in selecting those best suited to their needs.

DETAILS OF FUNCTION:

- Establishes, develops, and maintains business relationships with current customers and prospective customers in the assigned territory/market segment to generate new business for the organization's products/services.
- Makes telephone calls and in-person visits and presentations to existing and prospective customers.
- Researches sources for developing prospective customers and for information to determine their potential.
- Develops clear and effective written proposals/quotations for current and prospective customers.
- Expedites the resolution of customer problems and complaints.
- Coordinates sales effort with marketing, sales management, accounting, logistics and technical service groups.

- Analyzes the territory/market's potential and determines the value of existing and prospective customer's value to the organization.
- Creates and manages a customer value plan for existing customers highlighting profile, share and value opportunities.
- Identifies advantages and compares organization's products/services.
- Plans and organizes personal sales strategy by maximizing the Return on Time Investment for the territory/segment.
- Supplies management with oral and written reports on customer needs, problems, interests, competitive activities, and potential for new products and services.
- Keeps abreast of product applications, technical services, market conditions, competitive activities, advertising and promotional trends through the reading of pertinent literature and consulting with marketing and technical service areas.
- Participates in trade shows and conventions.
- Performs any other related duty / task that will be assigned from time to time.

REQUIREMENTS

- Degree in Business Administration / Bachelor of Commerce - Marketing option
- Fluent in English and Swahili
- Excellent communication and interpersonal skills
- Excellent computer skills (MS Outlook, Excel, Word and PowerPoint)
- Ability to work under pressure
- Competency in digital advertising is an added advantage

REMUNERATION: Attractive package will be provided

Please note: Only candidates with relevant qualifications will be contacted.

Please send your application letter, CV and Certificates in one document to applications@habari.co.tz not later than **22 April, 2024**. *No hand applications shall be accepted.*

**Human Resources Manager,
Habari Node Limited,
P. O. Box 1215
Arusha**