

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.

SALES ENGINEER.

Applicants must have at least 1 year on the job experience as an **ICT SALES ENGINEER** from a recognized Company.

REPORTS TO: Business Manager

LOCATION: Babati-Manyara or any other location that s/he may be assigned.

General Job Summary:

1. 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.
2. Responsible for all wireless, Local Area Networks, fiber installations, maintenance, and attending to clients' queries. Diverting client/member other support needs to appropriate HNL staff and managing the client databases

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.
- Surveying for clients to verify and confirm if they can be served by HNL and preparing survey reports for all surveys done.
- Forwarding orders for radios and antennas and other equipment when low in stock to the head of department/branch.
- Setting up new clients' connection as per service order.
- Preparing a technical report after every successful installation.
- Setup of client's networks connected to HNL.
- Maintaining and updating IPs for HNL and clients' equipment
- Base-station maintenance.
- Troubleshooting any equipment problem in the HNL network and reporting
- Keeping abreast of new developments in ICT technologies.
- Submitting weekly written reports on the status of pending installations, installations in progress, and current problems on the network.
- Monitoring daily the status of the network to identify problems.
- Receiving problems from clients, filling data in the client database and escalate to other Technical departments /responsible people.
- Perform any other duty assigned to him/her

REQUIREMENTS

- Diploma/Degree in Business Administration / Bachelor of Commerce – Marketing/Computer Science/ICT/Telecom Engineering
- Fluent in English and Swahili
- Excellent communication and interpersonal skills
- Excellent computer skills (MS Outlook, Excel, Word and Power point)
- Ability to work under pressure
- Competent in network design, installations and troubleshooting

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**