

## SHOWROOM SALES ASSOCIATE – 5 POSTS

### Job Description

**Location: Dar es Salaam**

#### **Job Summary**

The Showroom Sales Associate increases sales, market share, company profitability and customer satisfaction by working with the customers, contractors, architects, designers (and their clients) in choosing from a wide variety of natural or wood, metals, plastics, glass, finishes (paints and varnish) or related product design materials. The Showroom Sales Associate provides expert product knowledge, selection assistance and customer service.

#### **Job Duties**

- Work with customers or their representatives (designers, architects, etc.) in planning and product selection
- Possess a professional, knowledgeable, positive and energetic attitude
- Uses strong consultative sales skills and interpersonal skills (both oral and written), attention to detail, strong follow-up skills and motivation to hook the customer into using the company's products for their job
- Assist manager in marketing campaigns
- Maintain accurate and organized files
- Work the team to assist in following up with customers
- Develop long-term relationships with industry customers (i.e. designers)
- Read blueprints to ensure compatibility between product ordered and customer desire and needs
- Use appropriate office technologies and computers to process and track orders and maintain excellent communication with all customers
- Assist with special projects such as special events and display changes
- Maintain the Showroom as a professional place of business
- Follow company policies and procedures
- Other duties as assigned by the management

#### **Job Requirements**

- Bachelor's Degree in Marketing, Business, Design, Landscape Architecture, or any related field
- Minimum 2 years of sales experience in a similar position. Sales experience from Designing/Building materials industry is a plus
- Delivers superior customer service
- Effective listening, communication (verbal and written), and negotiating skills
- Accuracy and attention to detail
- Professional demeanor
- Demonstrated understanding and application of effective selling strategies and techniques

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- Demonstrated success in growing sales or generating leads
- Able to multi-task
- Manages time effectively and adapts quickly to changing priorities
- Able to work independently with some direction
- Creative
- Superior organizational skills
- Able to perform business math
- Team player who works productively with wide range of people
- Problem solving and analytical ability
- Able to handle difficult customers with diplomacy and tact
- Capable of following written instructions and documented procedures
- Superior presentation/public speaking skills
- Knowledge of Microsoft Office Suite (Word, Excel, PowerPoint, etc)

**Mode of Application**

All applications should be sent to [careers3@kprecruiters.co.tz](mailto:careers3@kprecruiters.co.tz) not later than on **Friday, 5<sup>th</sup> April 2019**.

**NB:** *At this initial/application stage we only accept CV, please do not attach any other supporting documents)*

Recruiters

Kaparama Professional Recruiters Ltd

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