

SALES SPECIALIST JOB

Summary:

We're looking for a motivated Sales Specialist to join our WithUs Technology team in Tanzania. You'll drive our sales growth, reach out to businesses, meet clients, pitch, negotiate, and close deals for small to mid-sized businesses.

Responsibilities

As a Business Sales Specialist, you'll have an in-depth understanding of SME/SMB clients and their business needs. You'll establish strong connections and confidently demonstrate the features and benefits of our B2B service.

Main tasks and responsibilities:

- Managing the sales funnel, including processing leads, prospecting, cold calling, planning meetings, closing deals, and tracking all touchpoints in the Customer Relation Management (CRM) tools to generate a comprehensive history.
- Using proven outreach methods and best practices to establish and strengthen customer relationships and promoting and selling Bolt Business solutions to small businesses.
- Achieving growth and hitting sales targets (leveraging the benefits of an uncapped commission scheme) by increasing sales, analyzing and optimizing performance and maintaining excellent relationships with partners.
- Maintaining awareness of relevant product development opportunities and the competitive landscape to effectively market Bolt Business' offering.
- Working closely with the local business team to close significant deals and contributing to a strategic sales plan that expands the company's customer base.

Qualifications

- You have at least 1 year of experience in fast-paced B2B sales.
- You excel at engaging with customers, pitching ideas, negotiating terms, and closing sales across various formats, including in-person meetings, phone conversations, and written communications.
- You're interested in shared mobility and have a track record in successfully generating and managing sales leads, onboarding clients, and managing accounts for small to mid-businesses.
- You're fluent in English, Tanzanian Swahili and possess good communication, collaboration, negotiation and networking skills.
- You demonstrate an analytical mindset, with an advanced understanding of leveraging tools to manage data and, ideally, first-hand experience working with a CRM (preferably Salesforce).
- Your hands-on work demonstrates a high level of initiative to challenges and a strong sense of ownership.

Experience is great, but what we really look for is drive, intelligence, and integrity. So even if you don't tick every box, please consider applying!

Send your CV/Resume and application letter to us via recruitment@withustechnology.com