



## JOB VACANCIES

**Job Title: Intern In Sales In Food And Chemical Engineering**

**Location : Arusha Tanzania**

**Department: Field Support**

**Reporting Relationship: Field Support Supervisor/Sales supervisor**

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Insight management Tanzania Limited is a HR Consulting firm, providing recruiting services across Tanzania and is currently recruiting on behalf of a client for the following positions:

### **Key Responsibilities**

Include, but are not limited to the following. Other duties may be assigned as needed to meet business needs.

- Ensure consistent application of all relevant policies and procedures
- Contribute to identifying potential new customers
- Generate new business according to key prospect list in line with 4 P guidelines
- Provide active and reactive service to existing customers based on route system in agreement with superior
- Introduce new lines to existing customers => circle the customers
- Install and implement the sold solutions and/or mechanical systems
- Recommend removal of installations that non-functional or where an account has been terminated
- Co-ordinate co-operation with distributors
- Merchandise the institutional sales and service solutions
- Adequately respond to a variety of requests from customers such as sales and marketing assistance, pricing recommendations, etc
- provide solutions to customers needs in a win -win fashion.
- Maintains direct personal contact with all assigned accounts and responds in a timely manner (24 hours or less) to all requests for information or project quotations.
- Participates as requested in home product shows, utility sponsored events, industry associations, etc.

- Conduct themselves in a professional and courteous manner in all aspects of interaction with contractors and consumers.
- Give optimum technical support to Service Technician to ensure optimum service to customers
- Training customers employees and decision makers in technical matters

#### Reporting

- Daily customer service report
- Monthly progress report to Manager
- Sales/Service call report to Manager, respectively to customer if applicable
- Establish an annual, monthly and weekly sales plan as well as a weekly activity plan
- Prepare a monthly plan to include activities to be undertaken at a customer's account and submit on a date agreed with your supervisor. Planning, preparation and implementation of pro-/re-active service to customers (installation, start-up, repair, maintenance, de-installation of all machines.)

#### KNOWLEDGE, SKILLS & EXPERIENCE

- As the job requires knowledge in chemicals and food product the preferred candidates are Graduate students in science field with profession training in Food engineering and chemical engineering
- Vocational training background (e.g Plumber, electrician)
- Male candidates preferred due to the nature of the job
- Clean Drivers license
- Organisational and administrative skills
- 1 year experience

Send cv Only to: [insighttanzania6@gmail.com](mailto:insighttanzania6@gmail.com) The heading should be the job Title e.g. "INTERN"

Only Successful Candidates will be contacted

Deadline: 25<sup>th</sup> February, 2025