

Job Title: **Software Sales Executive**

Company: [Exodus Solutions](#)

Job Type: Permanent

Duty Station: Dar es Salaam

Application Email: jobs@exodus.co.tz

Deadline: 23/08/2020

Descriptions

We are seeking a motivated professional to join our team as a Software sales executive. The sales executive is responsible for driving new business sales for MargERP software by identifying, pursuing and closing new customers.

Responsibilities:

- Meet and exceed sales targets.
- Identify & develop all relevant direct sales opportunities.
- Understanding customers' needs and identifying sales opportunities.
- Identify decision makers within an organization and endeavour to speak to them.
- Answering potential customers' questions and sending additional information per email.
- Provide customer with necessary quotations and work orders.
- Explaining and demonstrating features of products and services.
- Perform sales calls to generate leads and to obtain meetings with perspective clients.
- Provide general administrative and clerical support.
- Produce daily, bi-weekly, monthly, quarterly and annual sales reports.
- Handle grievances to preserve the company's reputation
- Keep records of calls and sales and note useful information
- Review own sales performance
- Provide feedback from clients and potential to enhance product performance and service delivery.
- Be prepared to undertake any other duties within the role as required

Requirements:

Experience in selling business softwares in Tanzania.

Strong phone presence and experience dialing dozens of calls per day

Proficient with corporate productivity (Microsoft Office, CRM) and web presentation tools

Excellent verbal and written communications skills

Strong listening and presentation skills

Exceptional customer service skills.

Excellent research skills

Ability to multi-task, prioritize, and manage time effectively

Projects a positive, professional image

Ability to achieve targets