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THE SCIENCE OF WHERE™

Career Opportunities

We're part of the world's leading mapping technology company that is helping people understand the world and design a smarter future. Are you creative, passionate, and driven and about making a difference? Come join us

Position:	Country Manager: Sales and Business Development
Available in:	Dar es Salaam, Tanzania
Department:	Sales
Deadline:	31 January, 2024

The Role

Take lead to meet our customer acquisition and revenue growth targets by keeping the company competitive and innovative. Responsible for maximizing the sales team potential, crafting sales plans, and justifying those plans to the upper management. Bring about efficiency in general operations of the branch.

Key Responsibilities

- **Revenue Growth**: Take lead to drive revenue growth by consistently achieving or exceeding designed individual and team's sales targets.

- **Market Expansion**: Take lead and motivate the country sales team to identify and penetrate new markets or industry verticals, contributing to the company's overall market share growth.
- **Customer Satisfaction**: Ensure that the country sales team focuses on delivering excellent customer experiences, leading to high levels of satisfaction, and promoting long-term customer loyalty.

- **Product Diversification**: Incentivize the country sales team to sell a diverse range of software products and services according to the company's sales strategy, helping to maintain a balanced and competitive product portfolio.
- **Strategic Partnerships**: Encourage collaboration with partners, resellers, and other strategic alliances to expand the company's reach and maximize sales opportunities.
- **Sales Efficiency**: Drive sales team efficiency by improving lead conversion rates, shortening sales cycles, and optimizing the use of available resources.
- **Team Collaboration**: Foster a supportive and collaborative work environment by rewarding teamwork and cross-functional collaboration.
- **Continuous Learning and Development**: Promote a culture of continuous learning and professional growth by encouraging the country sales team to participate in relevant training and development opportunities.
- **Innovation and Adaptability**: Encourage the country sales team to stay updated on the latest industry trends and technological advancements, adapting their sales strategies and techniques to remain competitive in the market.
- **Performance Accountability:** Hold the country sales team accountable for their performance by regularly monitoring and assessing their progress against their individual and team objectives.

Requirement

- Masters or bachelor's degree in Geography, Geospatial Science, Surveying, Environmental Sciences, Information and Communication Technology (ICT), Geographic Information System (GIS), Remote Sensing, Planning, Cartography, Photogrammetry, or a similar discipline from a reputed university.

- Successful previous experience as a sales representative or sales manager, consistently meeting or exceeding targets
- Minimum of3 years of work experience in the field of Technology Sales.
- A minimum of 2 years of experience with ArcGIS family products.
- Proven ability to drive the sales process from definition to closure.
- Strong business sense and industry expertise
- Excellent communication and presentation skills with an ability to work in interdisciplinary teams.
- Working knowledge of ArcGIS, ENVI Remote Sensing and Trimble GNSS solutions will offer a distinct advantage for this position.
- Willingness to travel and work in a global work environment.

Remuneration: An attractive remuneration package will be offered on the basis of the candidate's work experience and qualifications.

How to apply

If you are up to the challenge, possess the necessary qualifications and experience; please send your CV and cover letter in *(PDF format)* only quoting the job title on the email subject (**Country Manager: Sales & BD – Tanzania)** to careers@esriea.com on or before 31st January 2024.

Please note: – On your cover letter, kindly indicate your current and expected remuneration.