

VACANCY

TECHNICAL SALES REPRESENTATIVE - MINERALS

Applications are invited from experienced, results oriented and suitably qualified persons for the above-mentioned position which has arisen at Dorowa Mine.

Responsible to: Chief Business Development & Marketing Executive

Role Profile:

The Technical Sales Representative Minerals is responsible for selling technical products or services to clients by understanding their needs and presenting appropriate solutions.

Key Job Functions:

- Identify and qualify new business opportunities by researching and prospecting potential clients and generating leads.
- Identification of local and export market for all base Minerals in Dorowa and G&W including market research and development.
- Present and demonstrate our technical products and services to clients, highlighting key features and benefits, and articulating how they can address customer challenges and improve their business operations.
- Assisting in negotiation of pricing, contracts, and terms of sale to close deals and secure new business opportunities, while ensuring profitability and customer satisfaction.
- Meet and exceed daily sales goals, establish new accounts, and grow existing accounts.
- Build and maintain competitive knowledge of the market, market conditions, and customer/prospect needs.
- Maintain constant communication with current and future clients, maintaining the trust they have in the company and products.
- Implement new sales proposals, concepts, and strategies.

Qualifications & Experience:

- A Bachelor's Degree in Metallurgy/Chemical Engineering and /or Chemistry and /or Marketing and any related field.
- At least two years' working experience in a similar position will be an added advantage.
- Knowledge of sales techniques and strategies, including consultative selling and solution selling approaches.
- Proficiency in using Microsoft Office Suite, including Word, Excel, and PowerPoint.
- Valid driver's license and willingness to travel as needed to meet with clients and attend industry events.
- Knowledge of ISO 9001, ISO 14001 and ISO 45001 standards.

Applications, accompanied by a cover letter, comprehensive Curriculum Vitae and copies of relevant qualifications should be submitted no later than **30 August 2024** to:

hrmanager@chemplex.co.zw

Persons with disability and female candidates are encouraged to apply.