

Job Description

Job Title:	Agricultural International Sales Executive
Industry	International Trade
Work Location:	Dar es salaam
Job Summary:	
We are seeking a results-driven and proactive Agricultural International Sales Executive to expand our global client base. This role focuses on generating new business opportunities through cold calling, email outreach, and LinkedIn engagement to connect with international clients. The ideal candidate will thrive in a fast-paced environment, possess cultural sensitivity, has agricultural product knowledge and have a proven track record of closing deals in cross-border markets.	
Key Responsibilities / Duties:	
1. Lead Generation & Prospecting - Identify and target potential clients in foreign markets using tools like LinkedIn Sales Navigator, Company Database, and market research. - Build and manage a robust pipeline of prospects across regions such as specific regions, e.g., Europe, Asia, MENA.	
2. Outreach & Relationship Building - Initiate contact with decision-makers via cold calls, tailored emails, and LinkedIn messaging to introduce company offerings. - Cultivate long-term relationships by understanding client needs, addressing objections, and positioning solutions effectively.	
3. Sales Cycle Management - Guide prospects through the sales process, from initial contact to negotiation and closing. - Prepare and present proposals, quotes, and contracts aligned with client requirements.	
4. Market Intelligence Stay updated on global market trends, competitor activities, and regulatory requirements in target countries.	

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- Provide feedback to internal teams to refine products/services for international markets.

5. Collaboration

- Work closely with logistics, legal, and operations teams to ensure smooth order fulfilment, compliance with export regulations, and timely delivery.

6. Reporting

- Track sales activities, pipeline progress, and results using CRM tools
- Deliver weekly/monthly reports on KPIs, including call metrics, conversion rates, and revenue targets.

Job Requirements

•**Education:** Bachelor's degree in Business, International Trade, Marketing, or a related field.

•**Experience:**

- 3+ years of experience in agricultural international sales, especially in export/import or B2B industries.
- Proven success in cold outreach (calls, emails, LinkedIn) to secure international clients
- Familiarity with CRM systems and LinkedIn Sales Navigator.
- Knowledge of export documentation, Incoterms, and cross-border logistics is a plus.
- Fluency in English; proficiency in additional languages (e.g., Spanish, Mandarin, Arabic) is advantageous.
- **FEMALE CANDIDATES WILL BE GIVEN FIRST PRIORITY.**

•**Skills & Competencies:**

- Exceptional communication and negotiation skills.
- Resilience and persistence to handle rejection and meet quotas.
- Cultural awareness and adaptability to engage diverse clients.
- Self-motivated with strong organisational and time-management abilities.
- Tech-savvy with proficiency in MS Office, video conferencing tools, and CRM platforms.

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