



JOB TITLE: Digital Sales and Services Representative

Country: Tanzania

Location: Mwanza

Job id: R0090003

Apply before: August 12, 2026

Sandvik Mining and Construction CAFR – Job Advert **Digital Sales and Services Representative**

Sandvik Mining and Rock Solutions is a global leader in equipment, tools, parts, and services for the mining and infrastructure industries, with applications in drilling, cutting, loading, tunneling, and quarrying. Proudly ranked among Forbes Top 50 Global Employers.

The Role

The Digital Sales and Services Representative will be responsible for driving lead generation, sales growth, business development activities and customer relationship management across the Central Africa Sales Area. The role focuses on driving the Automation offering and growing Newtrax and UFR OEM-agnostic solutions, for both managed accounts and untapped market opportunities. The position requires deep knowledge of Sandvik's technological portfolio to find the right solutions for customers, ensuring easy entry with opportunities to expand later.

The role will be based in Mwanza, Tanzania, reporting to the Business Line Manager, Automation, and will require regular travel as an important part of the position.

Essential duties & responsibilities

Safety and Environment

- Comply with all aspects of the Sandvik Environment, Health and Safety Policy, and any reasonable instructions, procedures or systems of work which are given

in the interest of providing safe work practices in the workplace and to eliminate environmental harm.

Sales, Business Growth and Development

- Develop and execute sales strategies to drive growth, build a strong pipeline, and deliver business results and measurable efficiencies
- Build and maintain customer relationships, including identifying potential clients, understanding their needs, and presenting suitable solutions
- Lead and support sales projects, ensuring processes, approvals, pricing, and business cases are properly managed
- Collaborate across teams to align on accurate forecasting, marketing activities, product launches, and business development initiatives while managing costs effectively
- Monitor market and competitor activity, using insights to shape offerings, pricing recommendations, and overall market penetration efforts

People Management and Leadership

- Lead the team to develop sales pipeline and effectively use technology including CRM, Business insights tools and data analytics tools to understand and review market trends
- Build trust and maintain strong relationships with customers and colleagues through proactive communication, teamwork, and professionalism
- Work and collaborate with all key stakeholders in Sales Area and backline with skills to navigate in matrix organisation
- Embrace the sense of urgency and ability to prioritise and execute tasks
- Support competence development by closely with technical teams to strengthen capabilities and deliver high-quality customer solutions

What are we looking for?

- Degree in engineering or business, or something similar, supported by relevant technical and commercial experience
- Proven successful sales experience or a keen willingness to learn value-sales techniques
- Sales and Business development knowledge and the experience of bringing new technically advanced solutions to market

- Familiarity with Sandvik's product portfolio is considered beneficial
- Strong understanding of customer business processes, supported by hands-on experience in mining operations
- Excellent communication and report writing skills, proactive and self-motivated team player

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