

JOB OPPORTUNITY!!!

Position: Business Development & Sales Executive

Location: Dar es Salaam, Tanzania

Company: KAMIT Energies Tanzania Ltd

Employment Type: Full-Time

[Kamit Energies Tanzania Ltd](#) is a leading provider of Inspection, Testing, Verification, Certification, Engineering, Asset Integrity, NDT, QA/QC, Calibration, Training, and Technical Consultancy Services across East Africa. As part of our regional expansion, we are seeking a dynamic and results-driven Business Development & Sales Executive to strengthen our presence in Tanzania and support our continued growth.

Responsibilities

- Identify and develop new business opportunities across Tanzania.
- Build and maintain strong relationships with clients in the Oil & Gas, Energy, Mining, Construction, Manufacturing, Marine, Infrastructure, and Industrial sectors.
- Promote KAMIT's inspection, engineering, testing, certification, and technical services.
- Prepare technical and commercial proposals, quotations, and tender submissions.
- Conduct client meetings, presentations, and technical discussions.
- Develop and execute strategic sales and business development plans.
- Achieve monthly, quarterly, and annual sales targets.
- Maintain an accurate sales pipeline and CRM database.
- Coordinate with operations to ensure successful project delivery.
- Monitor market trends, competitor activities, and emerging business opportunities.
- Represent the company at exhibitions, conferences, networking events, and client meetings.
- Prepare weekly and monthly business development reports for management.

Qualifications & Experience

Bachelor's degree in engineering, Business Administration, Marketing, or a related discipline.
Minimum 3–5 years of Business Development or Sales experience.

Experience in Inspection, NDT, QA/QC, Engineering, Oil & Gas, Industrial Services, Construction, EPC, Energy, or Manufacturing will be a significant advantage.
Proven track record of achieving sales targets.
Excellent communication, negotiation, and presentation skills.
Strong proposal preparation and tender management skills.
Good understanding of industrial inspection and engineering services.
Self-motivated with excellent interpersonal skills.
Valid driving license is an added advantage.

Experience working with clients in: Oil & Gas, EPC Contractors, Power & Energy, Mining, Manufacturing, Marine & Offshore, Infrastructure & Construction, Government Agencies, Industrial Plants

What We Offer

- Performance-based incentives.
- Professional development and technical training.
- Opportunity to work with leading regional and international clients.
- Supportive and collaborative working environment.

How to Apply

Interested candidates should submit the following in one pdf document;
Updated CV, Cover Letter, Academic Certificates, Professional Certifications to;



Msasani Peninsula,
429 Mahando Road,
Block D,
Dar es Salaam, Tanzania.
T: +255 652 034 131

242 – 1900 Dundas Street,
West, Mississauga,
Ontario, L5K 1P9,
Canada
Tel: +1(780) 756-8706

Email: hrafrica@kamitgrouppltd.com

Subject: Application – Business Development & Sales Executive (Tanzania)

Deadline: 15th September , 2026. Only shortlisted candidates will be contacted.