



The Davis & Shirliff Group is the leading supplier of **Water** and **Energy** solutions in the region supplying products in various segments including water pumps, borehole service, solar, swimming pools, irrigation, water treatment, waste water treatment, water lab equipment and industrial chemicals. The Group operates through a network of **Tanzanian** branches in Kariakoo, Kibaha, Morogoro, Dodoma, Mbeya, Arusha, Mwanza and our Zanzibar subsidiary with a total complement of over 60 highly trained professional staff.

We are looking for qualified, experienced, and talented individuals to fill in the following position:

## **1. JOB TITLE: SALES ENGINEER INTERN**

### **Qualification and Experience**

- Graduate Engineer in any engineering discipline from a recognized University, with a minimum of Upper Second Honours degree.
- Proficient in the use of Microsoft office suite.
- Possession of a valid driver's permit, AutoCAD skills, and 1-2 years of sales experience will be an added advantage.

The successful candidate will join a dedicated team of specialists who derive their satisfaction from improving people's lives through providing Water and Energy Solutions across Africa. Interested applicants meeting these requirements should apply below or sending your latest CV to [recruitmentz@dayliff.com](mailto:recruitmentz@dayliff.com) with 'Sales Engineer Intern' as subject by **4th November 2023**.

## **2. JOB TITLE: FIELD SERVICE & WORKSHOP TECHNICIAN**

## Key Roles and Responsibilities

- Conducting site survey to determine installation sundries.
- Planning for installations, repairs, and maintenances methodologies to ensure successfully completion to every work scope.
- Conducting root cause analysis to either product or site problems and propose mitigation measures.
- Assembling of water treatment units, electrical control panels and booster set units as per the designed drawings.
- Carrying out electrical and mechanical installations.
- Casual workers supervision at site during work execution.
- Writing technical report to every activity undertaken.
- Product and service sales.
- On-site customer communication.
- Any other duties as may be assigned from time to time, related to your skills, qualifications, experience and in promotion of teamwork and collaboration in the company.

## Qualification and Experience

- Diploma or Bachelor degree in any Engineering discipline.
- Minimum two (2) years of experience in a busy service and maintenance environment.
- Possession of a valid driving License. Ability to ride a motorcycle will be an added advantage.
- Demonstrated broad knowledge of solar systems, water treatment systems, electrical systems, and electronic systems.
- Proficient in the use of Microsoft office suite.
- Excellent interpersonal and customer handling skills.
- Ability to work under pressure.
- Good track record of past performance.
- Broad knowledge of the D&S range of products will be essential.
- Integrity, good work ethic, and good presentation skills

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## 3. JOB TITLE: SALES ENGINEER

### Key Roles and Responsibilities

- Selling of water and power related equipment and services.
- Attending to customer inquiries, carrying out site visits and making proposals.
- Customer development and retention.

- Business development: Look for business opportunities to increase revenue and maintaining a positive annual growth.
- Research & analysis of market conditions & opportunities.
- Prepare and deliver technical presentations explaining products or services to customers and prospective customers.
- Preparing Weekly and Monthly sales reports.
- Any other duties as may be assigned from time to time, related to your skills, qualifications, experience and in promotion of teamwork and collaboration in the company.

### **Qualification and Experience**

- Graduate Engineer in any engineering discipline from a recognized University, with a minimum of Upper Second Honors degree. A candidate with a background in either Irrigation, Renewable Energy and Water Treatment will be an added advantage).
- At least 2 years' relevant technical sales experience in the water and energy sector and below 35 years of age.
- Proficient in the use of Microsoft office suite.
- Possession of a valid driving License.
- Excellent written and spoken English, good interpersonal, presentation and commercial skills.
- Self-motivated, disciplined and ability to work under minimum supervision.
- Project management, field service, equipment maintenance and Industrial experience, a valid driving license and having AutoCAD skills is an added advantage.

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**Positions open to Tanzania residents only.**