



## **SPECTRA OIL CORPORATION LIMITED**

Head Office Sales Depot

Plot No.: 1691, Lumumba Road

P.O. Box 35402, Lusaka

Tel: +260 21 1 220 728 / 220 737 / 220 739

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Fax: +260 21 1 220 751

E-mail: [spectra@spectraoil.com](mailto:spectra@spectraoil.com)

Website: [www.spectraoil.com](http://www.spectraoil.com)

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### **Job Advertisement: Sales Engineer – Spectra Oil Tanzania**

**Position:** Sales Engineer

**Location:** Tanzania

**Company:** Spectra

#### **About Spectra:**

Spectra is a leading oil marketing company specialising in lubricants and specialty lubricants for diverse industries, including mining, food production, cement manufacturing, and more. With a strong commitment to innovation and excellence, we provide our customers with reliable, high-quality solutions to meet their operational needs. We started in Zambia 30 years ago and have grown to markets such as DRC, and South Africa.

We are seeking a dynamic and results-oriented **Sales Engineer** to join our growing team in Tanzania. This is an excellent opportunity for an ambitious professional with an engineering background and a passion for sales to thrive in a fast-paced, client-focused environment.

#### **Key Responsibilities:**

- Drive sales of lubricants and specialty lubricants to clients in the mining, food, cement, and other sectors.
- Develop and maintain strong relationships with customers to understand their technical and operational needs.
- Provide technical support and recommendations to customers to ensure optimal product performance.
- Identify new business opportunities and create tailored solutions to meet client requirements.
- Collaborate with internal teams to ensure seamless service delivery and customer satisfaction.
- Prepare and deliver presentations and proposals to prospective and existing clients.
- Stay informed about industry trends, competitor activities, and market developments.

#### **Requirements:**

- A degree in Engineering (e.g., Mechanical, Chemical, Petroleum, or a relevant discipline).
  - A minimum of 3 year of experience in sales or a technical role, preferably in the oil and lubricants industry.
  - Strong technical aptitude and ability to understand complex industrial processes.
  - Excellent communication, negotiation, and presentation skills.
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- Self-motivated, with a proven ability to achieve sales targets and work independently.
- Ability to build and maintain relationships with diverse stakeholders.
- Willingness to travel as required within the region.

### Why Join Spectra?

- Be part of a reputable company recognised for quality and innovation in the oil marketing sector.
- Enjoy a collaborative and inclusive work environment.
- Receive comprehensive training and opportunities for career development.
- Competitive compensation and benefits package.

### How to Apply:

If you are passionate about sales, possess a strong technical background, and are eager to contribute to Spectra's success, we would love to hear from you.

Please send your CV and a cover letter to [hr@spectraoil.com](mailto:hr@spectraoil.com) by **4<sup>th</sup> January, 2025** with the subject line "**Application for Sales Engineer – Tanzania.**"

Spectra is an equal-opportunity employer. We celebrate diversity and are committed to creating an inclusive environment for all employees.

Join us and help drive excellence in the lubricants industry in Tanzania and be part of a company that powers the future!

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