



Job Description

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Job Title Assistant Manager: Merchant Acquisition	Job Location Zanzibar City	Category -
Job Type Full Time	Job level Manager	Industry Banking, Finance Services

Open to Expatriates
Only Open to Tanzanian Nationals

Minimum Requirements

Min Budget -	Max Budget -	Primary Industry Banking: 3 Years
Secondary Industry Finance Services: 2 Years	Primary Category -	Secondary Category -
Certificate -	Qualification -	

Summary

Supports the full cycle merchant acquisition process along with daily management and ownership of recruiting activity.

Responsibilities

- Serves as a subject matter expert and strong business partner to company's sales and operation team in ensuring relevant and strategic acquisition initiatives.
- Assist in developing strategy to position company's brand and market presence.
Identify and innovate operational process in meeting tier-1 target brands to grow company's product standards.
- Devise and execute a targeted merchant acquisition strategy, redesigning plan focusing on market specific competencies and footprints.
- Responsible for leading efforts on networking and referrals throughout the organization to help develop pipelines for anticipated acquiring.
- Identify and optimize operational mechanics as well as sourcing brand partners to drive qualified brands in generating future traffic by securing the official right of sales and distributorship

Driving Licence

Not Required

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