

Job Description

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Job Title Job Location Category

Branch Manager Mbeya Business Development

Job TypeJob levelIndustryFull TimeManagerAutomotive

Open to Expatriates

Only Open to Tanzanian Nationals

Minimum Requirements

Min Budget Max Budget Primary Industry

- Automotive: 12 Years

Secondary Industry Primary Category Secondary Category

- Business Development: 10 Years -

Certificate Qualification

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Summary

Heading an automobile operation independently focusing mainly on Sales, Aftersales operations and Finance.

Responsibilities

- Oversee all Aftersales functions resulting in customer satisfaction and retention.
- · Adhering with all general & set company policies whilst carrying out duties.
- Parts & services sales promotions, customer visits to meet set targets.
- · Maintain accurate customer database and information.
- Respond to customer complaints with appropriate actions.
- · Comply and sustain with requirements.
- · To set parts pricing policies.
- · Overlooking financial management and MIS reporting of the Branch.
- Prepare Weekly, Monthly, Half Yearly & annual financial reports.
- Ensure the Branch statutory compliance.
- Customer Relationship Management.

Education & Qualifications

- · Degree/Diploma in automobile engineering or related field
- Senior management experience in an automobile dealership

Requirements

Minimum 12 years + relevant, three years' experience at a managerial level

Characteristics

- Hands on practical knowledge in preparation of budgeting.
- Experience in aftersales management.
- Knowledgeable on automotive mechanisms.
- Strong Communication & Analytical Skills.
- · Strong Customer Handling & Marketing Skills.
- · Excel and computer skills.

Driving Licence

Not Required

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