



Job Description

9th Floor Tanzanite Park, Victoria, Dar es Salaam, Tanzania | +255 758 778 886 | info@empower.co.tz

Job Title Business Manager - Motorbikes	Job Location Dar es Salaam	Category -
Job Type Full Time	Job level Manager	Industry Automotive
Open to Expatriates Only Open to Tanzanian Nationals		

Minimum Requirements

Min Budget -	Max Budget -	Primary Industry Automotive: 10 Years
Secondary Industry -	Primary Category -	Secondary Category -
Certificate -	Qualification -	

Summary

Responsible for overseeing and managing all motorcycle operations, driving business growth and establishing strategic objectives ensuring operational excellence in line with the group's goals.

Responsibilities

- Meet wholesale and retail targets through effective business management.
- Build, lead, develop, coach and mentor a high-performing team with set performance goals and objectives.
- Manage daily operations of motorcycle business – Sales and Aftersales
- Implement and enforce compliance with local laws, regulations and company policies.
- Manage and monitor team performance on a daily basis.
- With guidance from HR Manager and Managing Director, manage all aspects such as recruitment, training, disciplinary and performance management.
- Drive business development by conducting market analysis, identifying growth opportunities and formulating strategies in alignment with company processes and procedures.
- Drive network development by developing an effective value proposition and value offering to prospective dealer partners.
- Develop and implement marketing plan.
- Report on country performance, market trends, competitor activities and potential business opportunities by communicating with global team on a regular basis.
- Ensure demo and company motorcycles are controlled efficiently by strictly adhering to company policy.
- Ensure all sales and invoicing processes are complied with.
- Ensure all financial obligations from debtors are met timeously.
- Ensure stock is managed effectively, includes stock at branch and consignment stock at dealers.

Education & Qualifications

- **Education level**
- Strong understanding of motorcycle industry and market.
- Great knowledge and understanding of motorcycle dealer operations.
- Experience in business and network development.
- Strong leadership ability.
- Excellent communication skills.

- Strong organisational skills with a problem-solving attitude.
- Ability to travel as required.

Requirements

- Proven work experience in a Senior Management role
- Minimum 10 years of work experience in Motorcycle industry

Reporting To

Managing Director

Driving Licence

Not Required

To Apply for This Job [Click Here](#)