

# **Job Description**

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Job Title Job Location Category

Business Manager - Motorbikes Dar es Salaam

Job TypeJob levelIndustryFull TimeManagerAutomotive

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

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Certificate Qualification

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#### 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

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