



# Job Description

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<b>Job Title</b> Business Development Officer	<b>Job Location</b> Dar es Salaam	<b>Category</b> Commercial Management
<b>Job Type</b> Full Time	<b>Job level</b> Manager	<b>Industry</b> Oil & Gas
<b>Open to Expatriates</b> Only Open to Tanzanian Nationals		

## Minimum Requirements

<b>Min Budget</b> -	<b>Max Budget</b> -	<b>Primary Industry</b> Oil & Gas: 7 Years
<b>Secondary Industry</b> -	<b>Primary Category</b> Commercial Management: 5 Years	<b>Secondary Category</b> -
<b>Certificate</b> -	<b>Qualification</b> -	

## Summary

Business Development Officer is responsible for managing and overseeing the business development aspects of projects, contracts, and business operations within the sector. Their primary role is to ensure the financial success and profitability of the company by effectively managing commercial activities.

## Responsibilities

- Business Development:** Identifying and pursuing new business opportunities, including analyzing market trends and developing strategies to expand the company's market share.
- Market Analysis:** Analyzing market dynamics, pricing trends, and competitor activities to maximize revenue and profitability.
- Pursuing Transit Supplies Business** to all neighboring and land-locked countries and developing new customers and new Business.
- Financial Analysis:** Conducting financial analysis and evaluation of contracts costs, risks, and profitability. Developing financial models, forecasts, and budgets to support decision-making processes.
- Reporting and Analysis:** Generating regular reports and analysis on commercial performance, including revenue, costs, margins, and market trends. Presenting findings and recommendations to senior management.
- Compliance and Ethics:** Ensuring compliance with legal, regulatory, and ethical standards in all commercial activities. Implementing and maintaining internal controls and procedures to prevent fraud, corruption, and non-compliance
- Making a detailed mapping of ALL large consumer Tenders for Mining Companies, Power Generation Companies, Government Fuel Tenders, Road Construction company Fuel tenders, Retail Stations requirements etc and keeping a record of expiry dates, volumes etc for the Tenders

## Education & Qualifications

- Bachelor's Degree in Business Administration, Finance, Economics, or a related field. A master's degree in a relevant discipline may be preferred.

## Requirements

- At least 5 -6 years of relevant work experience in commercial management, business development, or a related
- Experience in leadership or management role

## Reporting To

Managing Director

## Driving Licence

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Not Required

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