



Job Description

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Job Title Commercial Manager	Job Location Dar es Salaam	Category Sales
Job Type Full Time	Job level Manager	Industry Logistics & Operations
Open to Expatriates Only Open to Tanzanian Nationals		

Minimum Requirements

Min Budget -	Max Budget -	Primary Industry Logistics & Operations: 8 Years
Secondary Industry -	Primary Category Sales: 8 Years	Secondary Category -
Certificate -	Qualification -	

Summary

The Commercial Manager is responsible for executing the commercial and business development strategy of the Company. This will include building and implementing the commercialization infrastructure needed.

The role is expected to combine technical knowledge, product knowledge, experience, and strategy for effective execution.

Responsibilities

- Leading and overseeing the commercial function of the Company
- Providing strategic leadership in defining the commercial path to growth and profitability of the company and the establishment of an effective growth process and infrastructure including sales, marketing, business development, customer support, customer experience, and branding
- Developing and implementing commercial strategies and plans
- Responsible and accountable for all commercial activity with direct oversight of sales, marketing, product management, customer solutions, and brand positioning.
- Managing the customer and sales lifecycle
- Establishing and implementing a CRM system
- Liaising and supporting accounts receivable function.
- Monitoring market trends including competitor analysis.
- Leading commercial research.
- Collaborating with management in strategy and budget formulation and implementation
- Liaising and managing relationships with stakeholders.
- Any other duties assigned by the management.

Education & Qualifications

- Bachelor's degree in Sales and Marketing, commerce with marketing bias or business administration (Marketing or any related field)

Requirements

- Five (5) years experience in commercial and or marketing at a senior level.
- Good understanding of market research techniques, statistical and data analysis methods
- Three (3) years experience in the shipping and/ or freight logistics industry, with a good understanding of import container lifecycle, documentation, charges, etc

- Thorough understanding of social media, web analytics and other marketing distribution channels relevant to the logistics industry
- Sound experience using MS Office/Office 365 and marketing softwares (e.g., CRM)
- Hands experience on developing executing sales and marketing strategies.

Characteristics

- Experience in stakeholder management.
- Excellent organizational, planning, and multi-tasking skills.
- A team player with a customer-oriented approach
- Good presentation skills
- Negotiation Skills

Personal Attributes

- Self-motivated
- Adaptability
- Results driven.
- High Level of integrity.

Reporting To

- Managing Director

Driving Licence

Not Required

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