



Job Description

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Job Title Country Manager	Job Location Dar es Salaam	Category Operations, Accounting & Bookkeeping
Job Type Full Time	Job level Managing Director / CEO	Industry Automotive

Open to Expatriates
Only Open to Tanzanian Nationals

Minimum Requirements

Min Budget -	Max Budget -	Primary Industry Automotive: 3 Years
Secondary Industry -	Primary Category Operations: 4 Years	Secondary Category Accounting & Bookkeeping: 4 Years
Certificate -	Qualification -	

Summary

Responsible for Managing Dealers operational activities, relating to Sales and Aftersales of company products in a specific market/country in SADC.

Responsibilities

Key Performance Areas :

- To develop market/country business plan/strategies,
- To provide strategic and operational support to locally based dealers (and associated partners) and HSAF
- Plan, design, develop and monitor the execution of sales and aftersales related activities-this includes marketing and promotion campaigns, as well as service and technical interventions
- Conduct market surveys, research activities, competitor analysis and identifying market trends,
- Assess, evaluate and review dealer's performance against set KPIs, and
- Compile and consolidate sales and aftersales-related data and information, and submit adequate reports to HSAF.

Education & Qualifications

- Sales and Marketing, Business Management qualification

Requirements

- General management experience
- At-least 3-years work experience in Managerial position
- Understanding of sales and marketing fundamental processes
- General Acumen of accounting and budgeting
- Understanding of Imports and Exports regulations (country specifics)
- Knowledge of culture, business and political dynamics of the country
- Knowledge and experience in Motorcycles sales.

Characteristics

- Excellent communication skills

- Excellent customer service skills
- Good interpersonal relation skills
- General marketing research skills
- Good networking skills
- Excellent time management and organization skills
- Ability to work independently and under pressure
- Foreign language proficiency and fluency would be beneficial (French / Portuguese)
- Analytical skills and business Acumen
- Computer Literacy (MS Office: MS Word, MS PowerPoint, MS Excel, Outlook)
- The ability to operate/ride motorcycles will be advantageous

Driving Licence

Not Required

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