



Job Description

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Job Title Dealer Sales Supervisor - Uganda	Job Location Kampala	Category -
Job Type Full Time	Job level Intermediate	Industry Fintech
Open to Expatriates Only Open to Tanzanian Nationals		

Minimum Requirements

Min Budget -	Max Budget -	Primary Industry Fintech: 5 Years
Secondary Industry -	Primary Category -	Secondary Category -
Certificate -	Qualification -	

Summary

We are seeking a proactive and results-driven Dealer Sales Supervisor – Device Financing to manage and grow our dealer network specifically cooperate companies which are Telecom companies like Vodacom, Airtel, Halotel and Yas. This role is responsible for driving sales through third-party dealers with a focus on promoting and managing device financing schemes. The ideal candidate will have experience in telecom, consumer electronics, or financial products, particularly with installment or credit-based sales models.

Responsibilities

1. Dealer & Channel Management
 - Supervise and support a network of Telecom Dealers and their stores/shops offering device financing options.
 - Ensure dealer compliance with company policies, pricing structures, and financing
 - Regularly visit dealer locations to assess performance, provide training, and resolve
2. Sales Performance
 - Achieve monthly and quarterly sales targets related to device sales and financing
 - Monitor KPIs, including conversion rates on financed sales, repayment success, and dealer
 - Analyze sales data and generate actionable insights to improve dealer
3. Financing Program Oversight
 - Coordinate with financial institutions or in-house credit teams to facilitate smooth financing approval and disbursal processes.
 - Educate dealers and their staff on financing schemes, eligibility criteria, and application
 - Address customer or dealer escalations related to financing applications, approvals, or
4. Training & Development
 - Conduct regular product and financing training sessions for dealers and field sales
 - Guide dealers on best practices in selling devices through financing
 - Onboard new dealers, ensuring alignment with business objectives and compliance
5. Reporting & Compliance
 - Maintain accurate records of financed sales, dealer performance, and customer
 - Ensure all activities align with regulatory requirements, data privacy, and credit
 - Submit weekly and monthly reports to management on dealer performance and financing

Education & Qualifications

- Bachelor's degree in Business, Marketing, Finance, or related
- 3–5 years of experience in channel sales, preferably in telecom, fintech, or consumer electronics. Familiarity with device financing models, credit risk, and sales
- Strong analytical skills with the ability to use data to drive
- Excellent communication, negotiation, and interpersonal
- Proficient in MS Office and CRM

Driving Licence

Not Required

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