



Job Description

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Job Title Key Account Manager	Job Location Dar es Salaam	Category -
Job Type Temporary	Job level Manager	Industry FMCG, Retail & Wholesale, Manufacturing
Open to Expatriates Only Open to Tanzanian Nationals		

Minimum Requirements

Min Budget -	Max Budget -	Primary Industry FMCG, Retail & Wholesale: 3 Years
Secondary Industry Manufacturing: 2 Years	Primary Category -	Secondary Category -
Certificate -	Qualification -	

Summary

The Key Account Manager is accountable for unlocking the huge opportunity for Kenyan Originals in the On Trade in Tanzania. Helping to define and execute how we grow the Savannah Brands portfolio in the On Trade through customer engagement and new customer acquisition.

Responsibilities

Key Account Sales Strategy & Execution

- Identify key annual growth pillars for different Key Accounts
- Collaborating with the accounts to maximize profit by up-selling and/or cross-selling
- Drive the monthly execution plan
- Own the Key Account channel execution strategy as well as ensure that the channel programs are delivering the business outcome
- Enable Savannah Brands to be the business partner of choice by leveraging category management, customer/trade marketing, marketing, finance and supply chain to bring breakthrough ideas to our customers
- Analyzing client data to provide customer relationship management

Account Management

- Developing a solid and trusting relationship between major key clients and the company
- Resolve key client issues and complaints
- Lead contract negotiations incl. pricing and payment terms
- Define annual JBPs with key accounts to maximise partnership (promotions, activations etc)
- Deployment of point-of-sale items aligned to brand needs
- Managing communications between key clients and internal teams

Activity execution:

- Drive excellence in execution of activations in trade as per channel plan

Trade Receivables:

- Ensure all accounts are within trade terms
- Payment collection in line with trade terms with no accounts overdue

Tracking & Reporting:

- Daily, weekly and monthly reporting on performance
- Planning and presenting reports on account progress, goals, and quarterly initiatives to share with team members, stakeholders, and possible use in future case studies or company training
- ROI analysis on activity performance in trade

Requirements

- Commercial Experience
- Computer literacy (PowerPoint, Excel, Word)
- Language Fluent in English and Kiswahili

Characteristics

Personality

- Independent, Goal-oriented negotiator, Results Driven, extrovert, excellent interpersonal relationship skills, superb presentation skill

Competencies

- Relationship builder, Reliable, Ambitious

Reporting To

Head of Off-Trade of Savannah Brands

Driving Licence

Not Required

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