



Job Description

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Job Title Key Account Manager	Job Location Dar es Salaam	Category -
Job Type Full Time	Job level Manager	Industry Entertainment
Open to Expatriates Only Open to Tanzanian Nationals		

Minimum Requirements

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

Summary

The Key Account Manager role focuses on driving the strategic growth of the company's operations. This position is pivotal in acquiring and managing B2B partners and key retail accounts, ensuring alignment with business objectives. The role involves fostering strong client relationships, analyzing sales performance, and adapting strategies to meet market trends and competitive dynamics.

Responsibilities

Sales Growth and Analysis: Monitor sales metrics, track KPIs, and analyze sales pipelines to ensure targets are met. Prepare detailed performance reports and forecasts.

Relationship Management: Maintain robust client relationships, address concerns, and identify opportunities for upselling and cross-selling. Gather and leverage customer feedback to enhance processes and offerings.

Market and Competitor Analysis: Stay abreast of industry trends, market conditions, and competitor activities to optimize strategies and capitalize on opportunities.

Collaboration and Communication: Work closely with internal teams, such as marketing, IT, and product development, to align on sales initiatives.

Education & Qualifications

- A university degree in sales and marketing.

Requirements

- At least 5 years working experience in business management and sales, preferably in the lottery or gaming industry.

Characteristics

- Effective communication and stakeholder engagement.
- Strong leadership and team management skills.
- Proficiency in planning, organizing, and problem-solving.
- A commitment to performance-driven outcomes and ethical practices.

Driving Licence

Not Required

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