



Job Description

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|--|--------------------------------------|------------------------------|
| Job Title Lubricants Key Account Manager - Mining | Job Location Dar es Salaam | Category - |
| Job Type Full Time | Job level Manager | Industry Oil & Gas |
| Open to Expatriates Only Open to Tanzanian Nationals | | |

Minimum Requirements

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|--------------------------------|------------------------------|---|
| Min Budget - | Max Budget - | Primary Industry Oil & Gas: 4 Years |
| Secondary Industry - | Primary Category - | Secondary Category - |
| Certificate - | Qualification - | |

Summary

Bottom line accountable for Company's Lubricants business in the Mines.

Defending sales / Developing sales and meeting sales/financial targets and other KPIs as agreed with the Managing Director

Manage day-to-day Commercial operations of the Lubricants business.

Ensure implementation and compliance with the policies and standards of the group.

Responsibilities

Main Responsibilities:

- Drive and support the achievement of the Company's business objectives through the execution of Lubricants commercial strategies and initiatives to ensure maximum profitability.
- Work closely with the Managing Director to ensure proper management of the Company's product supply chain process. Achieve targets on sales volumes, Commercial contribution, integrated contribution, direct costs and working capital in line with the MD and business line manager.
- Strengthen and grow the Company's Brand equity in the Mines
- Ensure that the Company's Lubricant products is the preferred choice in the mining market.
- Grow market share by supporting the design and implementation of suitable marketing strategies. Identify and deliver opportunities for business growth
- Cultivate and leverage opportunities for growth within existing portfolio of Customers and develop new customers. Develop and maintain long term commercial relationships with key accounts
- Contribute to the development and Implement channel management and marketing strategies.
- Responsible for contract management, including product pricing, invoicing, volume and margin management, CAPEX and OPEX.
- Obtain, develop, and manage business contacts at executive level in the mining industry. Develop key corporate and regional relationships to expand supply opportunities.
- Coordinate lubricant tenders with all involved parties, acting as main contact point towards the customer.
- Working closely with Operations to ensure efficient product deliveries to the mines, stock management and implement initiatives to improve service level.
- Support the tribologist in establishing a best in class service level by the front-line mining team.
- Ensure mining accounts are operated within the agreed contractual terms, with both the company and the client meeting their obligations.
- Manage mining customers' credit-limits and collection.
- Ensure the team observes and operates within strict respect of HSSE guidelines while leading by example. Work with

B2B/Fuels LOB to offer optimal service level to customer

Education & Qualifications

- Bachelor's Degree preferably in Engineering related
- Experience in the Oil and Gas Industry is an added advantage
- Proven track record of sales negotiation, closing deals and customer relationship management in a Lubricants
- Self-motivated, mature professional with ability to work independently with minimal
- Ability to analyse and develop proposals and solutions to a wide range of technical, operational, and business issues/challenges.
- Ability to manage and integrate with others in different
- Ability to work and integrate in a multicultural and diverse
- Good communicator, both written and
- Ability to manage and lead change.

Reporting To

Managing Director

Driving Licence

Not Required

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