



Job Description

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Job Title Managing Director	Job Location Dar es Salaam	Category -
Job Type Full Time	Job level Managing Director / CEO	Industry Insurance
Open to Expatriates Open to Expatriates & Local Nationals		

Minimum Requirements

Min Budget -	Max Budget -	Primary Industry -
Secondary Industry -	Primary Category -	Secondary Category -
Certificate -	Qualification -	

Summary

This role is accountable for all operations in a business, achieving strategic objectives through other managers and their teams over periods of 1 to 2 years. The holder is responsible for strategic direction of the Business, including all components of Finance, HR, Marketing and Brand, Risk & IT.

Responsibilities

Leadership Effectiveness

- Provides overall leadership and vision in developing a sustainable long-term growth and strategic direction for the business
- Develops and maintains a sound, effective organisational culture, ensuring capable management succession, as well as progressive employee training and development programs
- Manages direct (Ops Manager and Executives & Senior Specialists), indirect reports (Team Leaders / Clerical staff) and Sales staff

Business Development

- Managing the development of the business in terms of product set and distribution (including economic viability)
- Manages the profitability of the business (bottom line responsibility)

Risk Management

- Analyse risks and determines strategies for managing them and ensuring that assets are adequately safeguarded and maintained

Stakeholder Management

- Ensures that appropriate level of engagement and relationships are maintained with important internal and external stakeholders
- Strong focus on cross functional operation and networking across internal and external boundaries
- Manage key external relationship to create a supportive brand, inclusive of media and marketing strategies

Strategy Implementation

- Sets direction for a significant sized Group company at a strategic and tactical level, and develops and takes accountability for a business plan which is aligned to the Country strategy (consolidation of level 3 plans)
- Responsible for strategic direction of the Business, including all components of Finance, HR, Marketing and Brand, Risk & IT

Functional Effectiveness

- Delegates to, and manages, functional teams
- Integrates functional teams
- Engages stakeholders at all levels (primarily internal) to optimize internal supply chain
- Develops MMs and specialists under supervision
- Selects potential MMs to sustain pipeline

Education & Qualifications

- 10 years business experience
- 10 years relevant Senior Management Experience
- Tertiary Qualification - Commerce

Requirements

- Strategic Development
- Leading with Influence
- Relating(Collaborating)

Driving Licence

Not Required

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