



# Job Description

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<b>Job Title</b> Strategic Projects Director(Commercial) - Nigeria	<b>Job Location</b> Lagos	<b>Category</b> -
<b>Job Type</b> Full Time	<b>Job level</b> Manager	<b>Industry</b> FMCG, Retail & Wholesale
<b>Open to Expatriates</b> Open to Expatriates & Local Nationals		

## Minimum Requirements

<b>Min Budget</b> -	<b>Max Budget</b> -	<b>Primary Industry</b> FMCG, Retail & Wholesale: 5 Years
<b>Secondary Industry</b> -	<b>Primary Category</b> -	<b>Secondary Category</b> -
<b>Certificate</b> -	<b>Qualification</b> -	

## Summary

The Strategic Projects Director in is responsible for leading and overseeing high-impact Commercial projects/initiatives that align with the organization's strategic objectives. This role involves working cross-functionally to ensure that projects are delivered on time, within scope, and within budget while maximizing value and driving organizational growth.

## Responsibilities

### **Strategic Planning:**

- Collaborate with the Vice President (Commercial) and Senior Leadership to define project goals, objectives, and priorities that align with the organization's strategic vision.
- Lead and manage multiple strategic projects from conception to execution, ensuring alignment with organizational goals.
- Develop comprehensive project plans, including timelines, resource allocation, and budget management

### **Stakeholder Engagement:**

- Build and maintain strong relationships with internal and external stakeholders, including VP's, Country/BU/Regional Directors, Functional Heads and partners.
- Facilitate regular communication and updates to stakeholders regarding project progress and outcomes.

### **Team Management:**

- Assemble and lead project teams, providing guidance and support to ensure successful collaboration and performance.
- Foster a culture of innovation and continuous improvement within project teams.

### **Risk Management:**

- Identify potential project risks and develop mitigation strategies to minimize impact on project delivery.
- Monitor and evaluate project performance, making adjustments as necessary to ensure objectives are met.

### **Reporting and Analysis:**

- Prepare and present project status reports to senior leadership and stakeholders.
- Analyze project outcomes and performance metrics to inform future strategic decisions.

### **Budget Management:**

- Develop and manage project budgets, ensuring financial resources are allocated effectively and efficiently.
- Monitor expenditures and implement cost-control measures as needed

## Education & Qualifications

- A Bachelor's degree in Commerce: Business & Marketing or any other relevant field, an MBA

## Requirements

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- 8+ Years of experience in Commercial Roles or Strategic Management Consulting
- MBA, with a record of academic excellence
- Proven experience leading and inspiring large, multicultural, and cross-functional teams
- Excellence in strategic problem solving with demonstrate analytical skills
- Personal drive and resilience
- Excellence in leading and managing teams to deliver output in a fast-paced and dynamic environment
- Strong ownership on leadership and team development
- Exceptional communication and interpersonal skills
- Outstanding organizational skills and attention to detail
- Ability to influence and inspire others

## Characteristics

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- Commercial Acumen
- Market/Consumer insights
- Distribution Channel / Customer Management
- E-Commerce Strategy & Execution Knowledge
- E-commerce platforms and marketplaces management

## Driving Licence

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Not Required

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