



Job Description

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Job Title Strategic Projects Director(Commercial) - Zambia	Job Location Lusaka	Category -
Job Type Full Time	Job level Manager	Industry FMCG, Retail & Wholesale
Open to Expatriates Open to Expatriates & Local Nationals		

Minimum Requirements

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

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

- 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

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

Driving Licence

Not Required

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