



Job Description

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Job Title Territory Manager	Job Location Dar es Salaam	Category Sales
Job Type Full Time	Job level Manager	Industry FMCG, Retail & Wholesale, Oil & Gas
Open to Expatriates Only Open to Tanzanian Nationals		

Minimum Requirements

Min Budget -	Max Budget -	Primary Industry FMCG, Retail & Wholesale: 3 Years
Secondary Industry Oil & Gas: 3 Years	Primary Category Sales: 3 Years	Secondary Category -
Certificate -	Qualification -	

Summary

Responsible for managing the relationship between the company and Retailer at site level, ensuring consistent delivery of the Customer Commitment

Responsibilities

- Identify Gaps in all aspects of site performance (including service and ‘people’) for geographical area and mandate, advice or offer Retailers recommended tools, processes and support to help them to profitably deliver the Customer Commitment at the Retail site and to develop the business for the mutual benefit of both the Retailer and company
- Maximizing all sales development potential whilst protecting company’s interests, through the coaching and motivating of Retailers.
- Through coaching, supporting and performance management of Retailers to deliver the basics and higher performance, ensure best Retailers have best sites and that poor Retailer performance is eliminated.
- Manage and maintain positive Retailer relationships, supporting Retailers to achieve and maintain top class site performance (including counseling to underperforming sites).
- Deliver Sales & Operations targets for geographical area through regular reviews and appropriate action plans.
- Ensure Retailers implement all areas of the Customer Commitment and ensure compliance with the Site Operations/HSSE standards, contracts and manuals.
- Manage and maintain a Retailer master plan within Territory through Retailer assessment and involvement with recruitment and selection processes.
- Ensuring that Retailers’ actions do not damage company’s Reputation.

- Ensuring that the Retailer trains and develops their staff, and understands the importance of people in delivering the Customer Commitment

Education & Qualifications

- University degree, preferably in Marketing, Business Administration, Finance, Statistics and Engineering

Requirements

- 3-4 years' experience in Retail Marketing, site Operations and Dealer Management preferably FMCG background
- 1-2 years' experience in Non Fueling Retailing operations
- Demonstration of the aspired Enterprise First behaviors (Leadership, Accountability, Teamwork) and core values (Honesty, Integrity, Respect for People)
- Strong team member with excellent communications skills
- Broad competence in Retail Sales & Operations
- Demonstrable competence in implementing standard processes, achieving sales targets, building relationships with Retailers, delivering Retail Customer Commitment

Reporting To

- Retail Manager

Driving Licence

Not Required

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