



# Job Description

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<b>Job Title</b> Territory Manager	<b>Job Location</b> Dar es Salaam	<b>Category</b> Sales
<b>Job Type</b> Full Time	<b>Job level</b> Manager	<b>Industry</b> Oil & Gas

**Open to Expatriates**  
Only Open to Tanzanian Nationals

## Minimum Requirements

<b>Min Budget</b> -	<b>Max Budget</b> -	<b>Primary Industry</b> Oil & Gas: 3 Years
<b>Secondary Industry</b> -	<b>Primary Category</b> Sales: 3 Years	<b>Secondary Category</b> -
<b>Certificate</b> -	<b>Qualification</b> -	

## Summary

The role of the Retail Representative is to ensure the consistent delivery of the company's customer commitment at the Retail site level across a geographical area, maximizing all sales and profitability potential whilst protecting the company's interests, achieved through the effective coaching and motivation of Retailers.

## Responsibilities

- Negotiate dealer contracts to deliver at least the minimum Retail business targets.
- Ensuring that no Network Dealer is supplied products on credit without prior approval – Adhere to the MOA
- Ensuring that HSSEQ runs supreme in the operation of the Stations.
- Effectively controlling the Network Dealers to avoid any situation of product stock-outs at the stations, except in cases of force majeure.
- Negotiate dealer contracts within credit policy.
- Develop new and existing businesses adhering to the company's policies.
- Ensure dealers operate within the Terms and conditions of the agreement.
- Maintain an accurate view of territory profitability, understanding the profitability of each site and the commercial performance.
- Coach and support Retailers to manage all aspects of site operations and site business performance (including counseling under-performing sites)
- Sensitize customers on HSEQ-related issues, especially about storage and handling of petroleum products about prevailing company procedures.
- Arrange technical services to customers and follow up on customer complaints on our services and products.
- Deliver Retail strategy.
- Provide coaching to the dealers to ensure they can deliver the business requirements.
- Conduct site visits with the dealer to view sites from a customer perspective and identify opportunities to improve the customer experience.
- Coach and guide dealers on how to get the greatest benefits to create and enhance the customer experience.
- Provide insight into what is happening in the marketplace and competitor activity.
- Build an enduring relationship with their Retailers that fosters alignment and commitment to the company.
- Through focused coaching and provision of the company's tools and processes, help the Retailer to deliver excellent housekeeping and consistent friendly service.
- Manage and maintain territory plan through planned renewals/renegotiations for Dealer sites.
- Manage Territory Business development plans.

## Education & Qualifications

- BBA or B.Com. Marketing

## Requirements

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- 3 years experience in sales
- Retail Network Management
- Brand/Product Management
- Marketing and Sales
- Stakeholder Management
- Manage Business Performance
- Negotiation skills
- Analytical skills: an organized and methodical thinker. Able to assimilate data and present it in a comprehensive way to different audiences.
- A good influencer with strong communication skills and the ability to deliver a clear message.
- Able to analyze and understand marketplaces to gain a thorough understanding of customer needs and company strengths.
- Confident in making decisions where required.
- Methodical in approach to problems and have good attention to detail, ability to identify problems with immediate resolutions whilst under pressure.
- Fluent presenter, happy to introduce new ideas and lead discussions.

## Characteristics

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- Integrity, rigor, and respect for governance principles
- Employee engagement
- Autonomy & Responsibility
- Creativity & innovation
- Team Spirit
- Risk awareness
- Search for efficiency & performance

## Reporting To

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- B2C Manager

## Driving Licence

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Not Required

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