



# Job Description

9th Floor Tanzanite Park, Victoria, Dar es Salaam, Tanzania | +255 758 778 886 | info@empower.co.tz

<b>Job Title</b> Territory Manager - Mwanza	<b>Job Location</b> Mwanza	<b>Category</b> -
<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> -	<b>Secondary Category</b> -
<b>Certificate</b> -	<b>Qualification</b> -	

## Summary

The role of the Territory Manager is to ensure the consistent delivery of Company's customer commitment at Retail site level across a geographical area, maximising all sales and profitability potential whilst protecting 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 product on credit without the 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 business adhering to company policies.
- Ensure dealers operate within the Terms and condition of 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 with regards to 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 are able to 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 on what is happening in the marketplace and competitor activity.
- Build an enduring relationship with their Retailers that foster 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/re negotiations for Dealer sites.
- Manage Territory Business development plans.

#### **Additional Accountabilities:**

- Being proactive and innovative, you are expected to be highly reliable, to search for excellence, to respect good governance and HSSEQ principles across the company and consider the company's reputation at all times in particular respecting the Code of Conduct.

#### **Education & Qualifications**

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- Bachelor of Business Administration, Bachelor of Commerce in Marketing or related field.

#### **Requirements**

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- Should have Minimum of 3 years' experience in sales
- Experience in Retail Network Management
- Experience in Brand/Product Management

#### **Characteristics**

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- Stakeholder Management
- Manage Business Performance
- Negotiation skills
- Analytical skills: an organised 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 analyse and understand marketplaces to gain thorough understanding of customer needs and company strengths.
- Confident to make decisions where required.
- Methodical in approach to problems and to 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.

#### **Reporting To**

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B2C Manager

#### **Driving Licence**

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Not Required

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