

Job Description

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

Job Title Job Location Category

Wholesale Manager Zanzibar City

Job Type Job level Industry

Full Time Manager FMCG, Retail & Wholesale

Open to Expatriates

Only Open to Tanzanian Nationals

Minimum Requirements

Min Budget Max Budget Primary Industry

- FMCG, Retail & Wholesale: 5 Years

Secondary Industry Primary Category Secondary Category

-

Certificate Qualification

· -

Summary

Wholesale manager will deliberate and propose favorable wholesale deals, which they subsequently negotiate with prospective buyers. Wholesale account manager will also maintain and bolster existing partnerships.

Responsibilities

- Develop strong relationships with customers and work collaboratively with them to identify new business opportunities
- Understand customer needs and requirements, and communicate these internally to ensure the development of products that meet customer demands
- · Monitor customer feedback and competitive activity to ensure that the company is meeting customer needs and expectations
- Create and maintain an efficient and effective wholesale operations infrastructure, including but not limited to order processing, customer service, logistics, and accounting
- · Analyze data and market trends to make recommendations on product assortment, inventory levels, and reordering
- · Negotiate terms of sale and contracts with customers
- · Prepare and manage the departmental budget, ensuring that expenditures are within allocated limits

Education & Qualifications

· Bachelor's degree in business, marketing, or related field

Requirements

- 5+ years experience in wholesale management, sales, or related role
- · Proven track record of achieving quotas and targets
- · Strong negotiation and presentation skills
- · Excellent written and verbal communication skills
- · Ability to develop and maintain relationships with key accounts

Driving Licence

Not Required

To Apply for This Job Click Here