



Job Description

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

Job Title Wholesale Manager	Job Location Zanzibar City	Category -
Job Type Full Time	Job level Manager	Industry 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](#)