



Job Description

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Job Title Zonal Business Manager	Job Location Arusha	Category Sales
Job Type Full Time	Job level Manager	Industry Renewable Energy
Open to Expatriates Only Open to Tanzanian Nationals		

Minimum Requirements

Min Budget -	Max Budget -	Primary Industry Renewable Energy: 4 Years
Secondary Industry -	Primary Category Sales: 4 Years	Secondary Category -
Certificate -	Qualification -	

Summary

The job holder will be a business leader managing a designated area with the key responsibility of ensuring zonal profitable growth, attainment of sales revenue through planning, execution and management of a team. This will entail consistently achieving set sales targets and growth plans for the region, building strategic relationships that will deliver a pipeline of sales growth, oversee zonal OPEX costs and developing an effective team

Responsibilities

R&Rs

- Lead in the formulation of the tactical sales strategy, business plans implementation programs & budgets within designated
- Provide leadership and optimization in Route to Market (RTM) & Distributor development design and development aimed to deliver numeric distribution growth and increase sales
- Oversee the Zonal OPEX management focusing on optimizing key cost drivers and delivering profitability.
- Champion the Customer Experience agenda within the zone to deliver top of class experience on the after sales
- Champion brand and trade visibility within the region through excellent trade marketing execution & relationship
- Market intelligence – be the go-to person on the zonal market insights and develop strategy to counter competition growth and maintain/improve market
- Engage & manage staff performance, capability & capacity development through coaching & field

KPIs

- Deliver within the set sales targets (monthly and quarterly) on PAYGO and Portable portfolio
- Growth of active distributor network
- Optimized Sales Headcount (numbers are active and within approved budget forecasts)
- Zonal Net Promoter Score
- Zonal OPEX Utilization and Profitability
- Zonal delinquency trending (have a positive outflow/inflow)
- Zonal stock management – variance analysis

Education & Qualifications

- Minimum Degree in a business field acquired from a reputable university

Requirements

- Minimum of 4-5 years hands on experience in managerial job in Service or FMCG/renewable energy/ Telco industry within a specific territory – a proper understanding of a particular territory (having worked there) will be an added advantage
- Demonstrated ability of developing and leading a sales team that exceeds expectations
- Proven track record of hitting and exceeding targets and building partnerships
- Demonstrate problem solving capability – ability to create win-win situations while deriving desired numbers and outcomes
- Commercial acumen – demonstrate ability to build business concepts from ambiguity and deploy within short periods of time to achieve high level of success
- Willingness to spend an average of 4 days a week in the field
- A valid Tanzanian driving license
- Strong mindset for continuous improvement and meeting or exceeding expectations and able to demonstrate complete discretion and confidentiality
- Passion for social enterprise, development of people and environmental benefits

Reporting To

Head of Sales & Distribution

Driving Licence

Required

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