



1. Territory Manager-Korogwe

Arusha

Job Description

What you'll do

Role Purpose:

Maximises sales revenue by working through and with distributors, dealers and other partners within assigned territory. Works alongside distributors and staff to carry out all the activities required to achieve set targets. Monitors stock levels both at distributor level and in the trade; also identifies gaps in the distribution chain and brings them to management attention for action. Responsible for generating revenue by closing sales. Sells products and services directly to customers primarily via face-to-face contact.

Key Responsibilities:

Ensures the achievement of agreed sales and revenue targets through distributors, dealers and other partners that resell the Vodacom's products and services within assigned territory

Implement sales and distribution activities in the territory.

Co-ordinates the distribution of Vodacom products within territory to ensure continuous availability

Manages the distribution of branding and promotion materials to enhance visibility and build consumer/dealer loyalty within the territory

Identifies requirements for trade promotions and recommends to the line manager

Implements and supports promotional activities in the territory

Monitors competitor activity within the region and reports with recommendations for action

Work with and support distribution partners:

Supports the distribution partner in developing action plans geared towards the achievement of the agreed targets

Works alongside dealer staff, as part of coaching and monitoring process

Trains all distribution partners on Vodacom's products and/or services
Ensure implementation and maintenance of Retail execution and distributor operating standards within designated territory. These will include among others; availability standards, stocking standards, pricing, and retail POS standards
Provide Reports: Weekly, monthly, and quarterly reports on the sales trends in the territory
Generates weekly reports on dealer's performance
Market intelligence reports on competitor activity

Qualification, Experience, Competencies and Knowledge:

University Degree or equivalent training in business or sales management
Able to work under high stress with short-term targets and objectives
High level of integrity and work ethics
Presentation skills
Computer literacy – Excel, Power point and Word
Able to operate in a performance driven organization
Clean Driving Licence
Good knowledge of Vodacom's products/services and pricing practices.
Business acumen
Strong analytical skills and problem solving skills
Excellent planning skills
High personal standards and goal oriented
Stakeholder management

To Apply, [**CLICK HERE**](#)

2. Territory Manager Chato

Dar Es Salaam

Job Description

What you'll do

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Maximises sales revenue by working through and with distributors, dealers and other partners within assigned territory. Works alongside distributors and staff to carry out all the activities required to achieve set targets. Monitors stock levels both at distributor level and in the trade; also identifies gaps in the distribution chain and brings them to management attention for action. Responsible for generating revenue by closing sales. Sells products and services directly to customers primarily via face-to-face contact.

Key Responsibilities:

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University Degree or equivalent training in business or sales management

Able to work under high stress with short-term targets and objectives

High level of integrity and work ethics

Presentation skills

Computer literacy – Excel, Power point and Word

Able to operate in a performance driven organization

Clean Driving Licence

Good knowledge of Vodacom's products/services and pricing practices.

Business acumen

Strong analytical skills and problem solving skills

Excellent planning skills

High personal standards and goal oriented

Stakeholder management

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3. M-Pesa Data Analyst

Dar Es Salaam

Job Description

What you'll do

Role purpose:

- Overall M-Pesa Products Performance evaluation
- Provide data-driven insights in all products aspects (customers, usage, Uptake, areas of improvement, lifecycle)
- Provide Insights to support management decisions.
- Improve existing and design new reports to meet business and regulatory requirements

Key accountabilities and decision ownership

- Data Analytics & Insights
 - Identify relevant metrics to measure products performance.
 - Prepare and share analytical reports to support products performance evaluation.
 - Analyse, Extract and share meaning from the data.
 - Sharing and presenting facts, trends, findings, and recommendation to facilitate business decision.
- Usage Drive Support
 - Provide support to commercial teams in driving products uptake and usage.
 - Liaise with third parties for smooth workflow and timely execution of commercial activities.
- Reporting & Forecasting
 - Ensuring accuracy, completeness and timely submission of products reports to relevant parties.
 - Implement, review, enhance and automate periodic and adhoc reports.
 - Collaborate with technical, operations, and commercial teams for continuous reporting relevance.
- Process & Control
 - Document and review reporting and control process.
 - Ensure continuity of the reporting process.

Core competencies, knowledge and experience

- Excellent analytical and logical reasoning skills translated from market insights
- Excellent communication skills
- Strong stakeholder management skills
- Ability to analyse, model & interpret data
- Able to challenge the status quo

Must have technical/professional qualifications:

- Bachelor degree in mathematics or statistics or Information Technology.

- Good knowledge on data science
- Programming languages like SQL, Oracle & Python
- Accuracy & attention to details.
- Ability to plan work and meet deadlines
- Exposure in handling large dataset would be advantageous.
- Interpersonal & team working skills.

Key performance indicators :

- Efficient use of analytical & reporting tools
- Suggestion of solutions and stakeholder's satisfaction & acceptance
- Requirements management & Prioritization
- Effectiveness and value added

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4. Go to Market Manager Central

Dodoma

Job Description

What you'll do

Role purpose:

Provide leadership and management of all regional marketing, customer experience and Channel activities through the development of a Go-To-Market Plan aligned to the overall Business Strategy with a tailored approach by Consumer Segment. Manage a team that is responsible for the delivery of the Go-To-Market Plan across various retail channels, consumer segments and counties. Own the regional product portfolio tracker and proactively analyse and recommend actions based on the competitive landscape.

Key accountabilities and decision ownership

- Development of an annual Regional Go-To-Market Plan through the incorporation of the integrated Marketing, CXX and Channel strategies from HO.
- Drive the delivery of the Regional Go-To-Market Plan to strengthen brand and increase revenue and grow the customer base (including EBU brand support)
- Partner with Territory Managers and sales team and seek opportunities to increase sales, revenue and market share across counties.
- Conduct post campaign and promotion evaluation through ROI and PIR (post implementation review) reporting, & management of budget
- Build and maintain strong, strategic relationships with key stakeholders internally (HO Marketing, Channel & CXX teams) and externally (government, media and service

providers) to effectively implement regional activities.

- Foster Goodwill and drive thought leadership through various CSI and PR initiatives to further drive brand connection and engagement in the region.
- Monitor competitor activity in the region and ensure gap closure through development of competitor activity plans.
- Trial and implementation of unique go-to-market projects.
- Operationalize segment marketing and implementation across counties.
- Manage and report on regional publicity budget in conjunction with County Manager
- Manage the regional CSI and internal marketing programmers

Core competencies, knowledge and experience :

- Strong leadership skills and ability to manage highly diverse direct and virtual teams.
- Strong project management experience of cross functional projects.
- Solid understanding of consumer segmentation
- Strong budget management skills and experience
- Strong strategic & conceptual thinking skills
- Development and implementation of an integrated marketing plan
 - o Experience in customer care or customer journey
 - o Working in matrix structures and virtual teams
 - o Building a high-performance/results driven teams

Must have technical / professional qualifications:

- 3 year Degree in Business or Marketing
- Minimum 5 years' experience of which 2 years should be at Management level
- Telecommunications Industry experience advantageous
- FMCG Marketing / Consumer Marketing experience

Key performance indicators :

- Achieve CBU Regional Revenue Target on Connections & Data
- Achieve CBU Regional Market Share Target
- Achieve efficiency Targets on CBU Regional Operational Expenditure

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5. M-Pesa Product Development Support

Iringa

Job Description

What you'll do

Role purpose:

- Implementing new technical features/Solutions
- New Products/technologies Innovation
- Designing technical solutions new products and support end to end delivery of the products/Services
- Project Management

Key accountabilities and decision ownership

- Responsible for the implementation of the technical requirements
- Designing technical solutions for new products/services
- Innovating new Products/Solutions
- Managing projects/Services Delivery end to end in line with M-commerce Road map

Core competencies, knowledge and experience

- A problem-solving mind-set utilising technology
- Excellent communication skills
- Good knowledge of product development
- Developer Skills /API configurations Knowledge
- A self-starter with high levels of self-motivation, energy and initiative

Must have technical/professional qualifications:

- Degree in IT or related field (essential);
- 2+ years' experience industry or functional experience.
- Strong analytical skills
- Telecommunications experience would be advantageous.
- Project Management knowledge and experience would be advantageous.

Key performance indicators:

- Accurate and timely delivery of products and services
- Consistently identifies the risks around the Projects/Products delivery and mitigate those risks
- Strong team player ensuring innovation, continuous improvement and a drive to succeed
- Quality of support and stakeholder alignment

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