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WE'RE HIRING

ZONE SALES MANAGER - ARUSHA

Responsible for developing and executing area strategies, plans, and targets derived from the Sales & Marketing Department. This includes managing full zone operations, opening new business opportunities, and driving AzamPesa penetration within the zone.

• **Qualifications:** A degree in Business, Finance, or a relevant field (or equivalent) is required, along with certifications and memberships in professional organizations. Candidates should have 5+ years of experience in Sales and Marketing within Telecom or Banking, with a strong understanding of mobile money market dynamics.

Responsibilities:

• **Zone Operations Management:** Identify opportunities, set targets, and oversee execution plans, including satellite village rollouts.

• **Stakeholder Collaboration:** Act as the key representative for AzamPesa within the zone, managing channel partners and ensuring productivity.

• **Customer-Centric Approach:** Understand customer needs, evaluate service feasibility, and ensure solutions meet their requirements.

• **Portfolio Management:** Oversee a diverse portfolio across marketing, sales, and technology safety, providing innovative and analytical solutions.

• **Market Analysis:** Maintain a strong competitor footprint and understand customer and market needs.

DEADLINE:
15 JAN 2025

CLICK the link below
for CV submission ↓

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