

Vacancy:

Sales & Business Development Officer – Hospital Services

Ref: 2025- 13



Comprehensive Community Based Rehabilitation in Tanzania (CCBRT) aims to be the preferred provider of accessible specialized health services in Africa and serves as healthcare social enterprise and through development programmes in the community and the most vulnerable. Committed to preventing lifelong disabilities wherever possible, CCBRT is also engaged in extensive maternal and newborn healthcare (MNHC) activities including obstetric fistula repairs. Its Maternity and Newborn Wing serves as a referral centre for high risk and emergency deliveries in the region of Dar es Salaam and the Eastern Zone of Tanzania.

In order to strengthen the Billing & Credit and department, CCBRT is seeking a ***dynamic and results-oriented Sales & Business Development Officer*** to drive service uptake, build strategic partnerships, and grow our client base.

Your role

The Sales & Business Development Officer will be responsible for driving the growth of hospital services through strategic client acquisition, partnerships, and market outreach. The role involves identifying new business opportunities, building and maintaining relationships with key clients (corporates, insurers, referring doctors), and promoting hospital services to increase patient volumes and revenue. The officer will work closely with marketing, operations, and clinical teams to position the hospital as a provider of choice in a competitive healthcare market.

Your qualifications and workexperience

- Bachelor degree in medical field (e.g MD, DDS, LAB, Nursing etc) from a well recognized institution is required
- Degree in Marketing, Business Administration, Health Management, or related field as additional qualifications are an added advantage
- At least 5 years of experience in healthcare sales, business development, or client relationship management is a must
- Strong understanding of hospital operations and medical services.
- Excellent communication, negotiation, and presentation skills.
- Proven track record in achieving sales targets.
- Fluent in English and Swahili
- Presentation and communication skills
- Problem Solving

If you are interested, please submit your curriculum vitae with 2 references and a cover letter telling us why you believe you are the right person for the role.

CCBRT is an equal opportunities employer and encourages people with disabilities to apply. Please send your application via email to: recruitment.ccbirt@ccbirt.org. The selection process for shortlisted candidates contains several assessment rounds.

Please indicate job reference number: 2025-12 | **DEADLINE FOR APPLICATIONS: 8th July 2025**
(selection process is ongoing so assessment might commence upon receipt of suitable applications)