



Tanzania Securities Ltd [TSL] is a financial firm that offers capital markets intermediation services to Financial Institutions, Government, Corporations, and Individuals. TSL is a CMSA-licensed Fund Manager, Investment Adviser, Nominated Adviser, and Broker-Dealer. The firm is also a member of the Dar es Salaam Stock Exchange and a Central Depository Participant of the Bank of Tanzania. TSL offers its services through three non-autonomous business units, namely: Wealth & Asset Management, Global Markets, and Corporate Finance.

EMPLOYMENT OPPORTUNITIES

1. JOB TITLE: INFORMATION TECHNOLOGY MANAGER

Information Technology Department

The department is responsible for the oversight and delivery of overall information technology strategy. The purpose of the IT department is to ensure the effective and efficient use of technology in enabling organization to achieve its strategy and goals within acceptable levels of risk. The department oversees the development company's software and installation and maintenance of computer network systems within a company. The primary function is to ensure that company software runs smoothly. The department evaluates and installs the proper hardware and software necessary to keep the network functioning properly. This includes working within a budget that allocates the amount of money the company can afford on network devices and software. The department ensures that the equipment it invests in optimally serves the needs of the company without going over budget.

Job Summary

Information Technology (IT) Manager is responsible for coordinating, planning, and leading information technology, and related activities in an organization. IT Manager will oversee all activities for network administration, computer programming, and database administration. By consulting with senior management, an IT manager shall determine the organization's IT needs and then lead her/his team in a specific and strategic project/initiative.

This role reports directly to the CEO and will involve complex interaction with other departments.

Key Responsibilities

- Lead IT projects, including the design and deployment of new IT systems and services.
 - Monitor performance of information technology systems to determine cost and productivity levels, and make recommendations for improving the IT infrastructure.
 - Help define IT infrastructure strategy, architecture, and processes.
 - Analyze business requirements by partnering with key stakeholders across the organization to develop solutions for IT needs.
 - Assess vendors and develop test strategies for new hardware and software.
 - Troubleshoot hardware and software issues related to internal IT.
 - Manage IT staff by recruiting, training, and coaching employees, communicating job expectations, and appraising their performance.
 - Audit systems and assess their outcomes.
 - Preserve assets, information security, and control structures.
 - Handle annual budget and ensure cost-effectiveness.
 - Manage information technology and computer systems.
- Plan, organize, control, and evaluate IT and electronic data operations.
- Design, develop, implement, and coordinate systems, policies, and procedures.
 - Ensure security of data, network access, and backup systems.
 - Act in alignment with user needs and system functionality to contribute to organizational policy.
 - Identify problematic areas and implement strategic solutions in time.

Required Skills / Ability / Competencies

- Excellent interpersonal and communication skills
- Excellent organization skills and Leadership Skills
- Exceptional analytical and problem-solving skills.
- Proficient with Microsoft Office Suite or Google Suite or related software.

Qualifications & Experience

- Bachelor's degree in Information Technology, Computer Science, Information Systems, or a related field with five (5) years of experience
- Master in Information Technology/Computer Science will be an added advantage
- Professional Qualifications such as Certified Information Technology Manager or related field will be advantageous.

2. JOB TITLE: MARKETING MANAGER

Marketing Department

The Marketing Department plays a vital role in promoting the business and mission of ISL, It serves as the face of the company, coordinating and producing all materials representing the business. It takes lead in reaching out to prospects, customers, partners and the community, while creating an overarching image that represents company in a positive light. The

department oversees the key functions of marketing research, product development, advertisement, public relations and communication

Job Summary

Marketing Manager I responsible for developing, implementing, and executing strategic marketing plans for an entire organization including lines of business and brands within an organization in order to attract potential customers and retain existing ones, The Manager develops marketing and pricing strategies, generates new business leads, oversees marketing department staff, manages marketing budgets, and analyzes trends. The Manager is responsible for managing the ISL marketing initiatives, S/he will use market research and analysis to direct marketing strategy and planning. S/he will oversee the production of all promotional materials and marketing campaigns

This role reports directly to the CEO and will involve complex interaction with other departments.

Key Responsibilities

- Approve and oversees the creative development of promotional materials, website content, advertisements, and other marketing related projects.
- Research and analyze market trends, demographics, pricing schedules, competitor products, and other relevant information to form marketing strategies.
- Works within the department budget to develop cost-effective marketing plans for each product or service
- Oversee current offerings and comes up with initiatives for new products or services
- Conduct market research, sales forecasting, and strategic planning to assess and ensure the sale and profitability of products.

Generating new business leads, analyzing market trends and preparing forecasts.

- Engage with marketing staff to develop detailed marketing plans for all media channels and sales teams.
- Oversees marketing department and manage marketing team i.e. hiring, and train and manage performance.
- Communicates with various media houses, advertising agencies, printers, and other services to help marketing projects come to fruition.
- Maintains knowledge of trends and developments in the market; identifies needs for new products and services and makes recommendations to leadership.
- Composes, develops, evaluates, and conducts training on marketing activities, strategies, and policies.
- Tracks all marketing and sales data and creates detailed written reports and verbal presentations to bring to senior executives.
- Collaborates, participates in, and coordinates promotional activities or trade shows.
- Gathers and analyzes information to identify new markets and customers, demand for products and services, and efficacy of existing marketing campaigns and strategies.
- Establish marketing goals based on past performance and market forecasts.

- Conduct pricing research and analysis to ensure competitive product and service pricing.
- Collaborate in the development of new products.
- Negotiate contracts for services needed to execute a marketing strategy.

Required Skills / Ability / Competencies

- Excellent interpersonal and communication skills
- Excellent organization skills
- Excellent Leadership Skills
- Exceptional analytical and problem-solving skills.
- Proficient with Microsoft Office Suite or Google Suite or related software.

Qualifications& Experience

Bachelor's degree in Marketing, Business Administration, or related field with four [4] years of experience in corporate organization.

- A master's degree in Marketing or other a relevant field will be advantageous.
- Understanding of the industry sector(s) in which ISL operates
- Extensive knowledge of digital marketing strategies, digital channels, and branding.
- Ability to create, implement, and monitor budgets.
- Familiarity with the latest trends, technologies and methodologies in graphic design, web design, production, etc.

3. JOB TITLE: CORPORATE FINANCE ANALYST

Corporate Finance Division

Corporate Finance is a non-autonomous Advisory Unit whose objective is to help their corporate clients with Capital Markets, Mergers & Acquisitions, and related Advisory services. Capital Market Advisory involves advising clients on securing funds through the issuance of equity, equity linked products or debt and assists in the execution and syndication of such an issuance.

Equity issuance can take the form of initial Public Offering (IPOs), follow-on offerings [FPOs], private placements, convertible bonds and so on, M & A Deal Advisory involves helping clients that are seeking investment opportunities through acquisition transactions, Our focus in the deal life cycle will be on Origination activities, We help our clients to source high potential deals that will drive value creation for their strategy. The medium-term vision is to develop the unit into an investment Banking Division

Job Summary

Corporate Finance Analyst helps financial institutions and non-financial institutions with activities decisions and techniques that deal with many aspects of capital allocation – including

funding of new activities, investment in and divestment of assets, and the generation and management of cash. Types of corporate finance activities include:

- Management buy-outs, buy-ins or similar of companies, divisions or subsidiaries – typically backed by private equity.
- Equity issuance by companies, including the listing of companies on a stock exchange by way of an initial public offering [IPO] or introduction,
- Financing and structuring joint ventures or project finance.
- Raising infrastructure finance and advising on public-private partnerships and privatizations.
- Raising capital via the issuance of other forms of equity, debt, hybrids of the two, and related securities for the refinancing and restructuring of businesses.
- Raising seed, start-up, development, or expansion capital
- Raising capital for specialist corporate investment funds, such as private equity, venture capital, debt, real estate, endowment funds, and infrastructure funds.
- Secondary equity issuance, whether by means of private placing or further issues on a stock market

Raising and restructuring private corporate debt or debt funds.

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Responsibilities

- Financial modeling; Performing a wide range of financial modeling activities such as building 3-statement models, discounted cash flow [DCF] models, LBO models, and other types of financial models.
- Business valuation; Using a wide range of valuation methods such as comparable company analysis, precedent transactions, and DCF analysis.
- Pitch books and presentations; Building pitch books and PPI presentations from scratch to pitch ideas to prospective clients and win new business.
- Transaction documents; Preparing documents such as a confidential information memorandum (CIM), investment teaser, term sheet, confidentiality agreement, building a data room, and much more.
- Relationship management; Working with existing clients to successfully close a deal and make sure clients are happy with the service being provided.
- Sales and business development; Constantly meeting with prospective clients to pitch their ideas, offer them support in their work, and provide value-added advice that will ultimately win new business.
- Negotiation; Being a major factor in the negotiation tactics between buyers and sellers in a transaction and helping clients maximize value creation

Required Skills / Ability / Competencies

- Excellent interpersonal and communication skills
- Excellent organization skills and Leadership Skills
- Exceptional analytical and problem-solving skills.
- Proficient with Microsoft Office Suite or Google Suite or related software.
- Ability to spot and track stock market trends, and act on investment opportunities.
- Ability to develop and present financial reports

Qualifications & Experience

- Bachelor's degree in finance, business administration, or a similar field with a minimum of 3 years' experience as a financial analyst in a related industry
- CFA Level II will be an added advantage.
- Expert knowledge of industry-related securities including stocks and bonds.

Mode of Application

Kindly send your application including cover letter, CV and education certificates through hr@tanzaniasecurities.co.tz not later than **22nd May 2022**. Only shortlisted candidates will be contacted.

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