



## **1. Position: Zonal Sales Manager**

**Number of positions: 2**

### **Location**

1. Coast Zone – Dar es salaam

2. Western Zone – Tabora

### **Qualification**

- Bachelor's Degree in Marketing, Sales, Business Administration or related field

### **Years of Experience**

### **Main Job Responsibilities**

- Check channel sales team performance and target achievement
- Check daily subscriber and purchase order completion, timely supervise the completion of orders in different regions
- Check active dealers/new dealers development on weekly basis
- Manage channel personnel performance and eliminate employees with poor performance/unqualified
- Make zonal budget and implement marketing activities
- Define, implement, Innovate Zonal sales plan, sales strategy and overall planning to achieve business growth objectives

### **Competence/ skills**

- Ability to forecast sales results

- Market research ability and direct sales promotion
- Leadership skills with ability to motivate and lead a team
- Interpersonal & Communication skills
- Talent Management
- Presentation Skills
- Decision making skills
- MS Word, Excel and Powerpoint proficiency

**Employment type:** Contract

**Expected Date of Joining:** Immediately

**Application Deadline:** 24th June 2022

**Email ID for Application:** [hr-dept@startimes.com.cn](mailto:hr-dept@startimes.com.cn)

## **2. Position: Sales Representative**

**Number of Position :** 1

**Location:** Mbeya

### **Qualification**

- Bachelor's Degree in Marketing, Sales, Business Administration or related field

### **Years of Experience**

- 3-5 years experience

### **Main Job Responsibilities**

- Ensure target achievement on daily basis for DTT/DTH activation and purchase
- Ensure daily purchase order completion in your area
- Ensure target of Active dealers visits is achieved on weekly basis
- Ensure target for new dealer development is achieved on weekly basis

### **Competence/ skills**

- Ability to forecast sales results
- Market research ability and direct sales promotion
- Leadership skills with ability to motivate and lead a team
- Interpersonal & Communication skills
- Talent Management
- Presentation Skills
- Decision making skills
- MS Word, Excel and Powerpoint proficiency

**Employment type:** Contract

**Expected Date of Joining:** Immediately

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