



## INTERNAL & EXTERNAL

### EMPLOYMENT OPPORTUNITY

Position: Area Sales Manager (1): Dar-Es-Salaam Plant

Reports to: General Sales Manager

#### POSITION SUMMARY:

Supporting MDR to fulfill their respective responsibilities for volume development and cost-efficient customer service delivery on all routes in the assigned territory. Shall help to identify, evaluate and allocate resources to maximize sales and to achieve all targets/goals set for the territory. Will regularly route ride to check, supervise and coach CR for implementation of bestselling practices including understanding of customer needs and monitoring market and industry trends.

#### MAIN RESPONSIBILITIES:

- Plan and discuss specific activities for the day.
- Conduct brief MDR meeting to evaluate previous day's performance.
- Check all supporting attached with DSS.
- Ensure all MDR are following time guidelines.
- Sign DSS to confirm documentation/reconciliation and forward to Finance department.
- Achieve Daily/Weekly and Monthly Volume Target for assigned area.
- Attain and resolve Customers complaints, if any immediately.
- Ensure every Customer has Retailer Card and sign it for every visit.
- Prepare and submit all weekly and monthly report as required by management.
- Identify Location for new Cooler/Ice Box or Push Carts in the market.
- Check Load out proposal for next day.
- Report changes to Yard department, if any.
- Close day after receiving DSS from all CRs.

#### KEY PERFORMANCE INDICATORS (KPI'S)

- Absence of Customers complains from the market.
- Business Volume.
- Increase of new customers.
- Correct and timely submission of sales reports.
- Availability of all brands in the market.
- Cooler Replacement

#### ENTRY REQUIREMENTS

Master's Degree in Business Administration or a related field and at least 6 years working experience in similar responsibilities.

#### MODE OF APPLICATION:

Only applicants who meet the stated requirements for the advertised position should send their application to [sbc-recruitment@sbc.co.tz](mailto:sbc-recruitment@sbc.co.tz) before 17th February 2023. Only short-listed candidates will be contacted. SBC Tanzania Limited is an equal opportunity employer and women are highly encouraged to apply.