



1. JOB TITLE: Sales Representative (Mtwara) - 1 Position

Job Purpose

The successful candidate will be responsible for achieving and growing sales volume and revenue targets in a specified territory.

Specific Duties And Responsibilities

- Execute the Illovo Sales Service Offering (ISSO) and Perfect Store Guideline (PSG) for Resellers and Stockists in assigned territory, with adherence to call schedules and structured sales calls.
- Provide input into sales targets for the territory and individual customers, track sales performance and identify areas for improvement.
- Own customer relationships in the First Mile, through understanding of the Customer's business, effective customer communication and collaboration with Logistics and Finance to ensure delivery against commitments.
- Influence orders to meet sales targets and grow sales volumes, through effective customer reviews and application of sales call stories and profit conversations.
- Notify customers of pricing changes and influence desired RRP's at a store level.
- Record and update customer and call information through the Sales Force Automation tool
- Support Trade Marketing campaigns, both through direct activities and guidance to company and third-party employees
- Identify and report on market trends and competitor activity.
- Monitor and report on adherence to quality standards in the trade.
- Collaborate with Telesales / LOC / Credit control to deliver customer service and increase customer satisfaction.

Job Qualification and Experience

- Bachelor's degree in Business Administration, Commerce, Marketing or equivalent is an added advantage.
- 3-5 years' experience in sales and marketing.
- A valid driving license.

Terms of Service: The successful candidate will be engaged on a **Permanent Contract**.

All interested candidates, who meet the above requirements should apply for the position on or before **22nd January 2024**.

Kilombero Sugar Company Limited is an equal opportunity employer. Women and people with disability are highly encouraged to apply.

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2. JOB TITLE: Financial Analyst/Accountant - 1 Position

Job Purpose

The successful candidate will be responsible for General Ledger month end close and providing accurate, reliable, and complete historic financial information to all stakeholders.

Specific Duties And Responsibilities

- Prepare (if applicable) and process journal entries.
- Responsible for intercompany reconciliations and reporting.
- Prepare relevant sub-ledger reconciliations.
- Responsible for balance sheet reconciliations.
- Timeous and accurate response to all matters raised regarding General Ledger close.
- Prepare country on page (COAP) with balance sheet notes.
- Manage the interim and final external audit.
- Prepare year end reporting pack in compliance with IFRS.
- Prepare Company's annual financial statement in accordance with IFRS.
- Respond to audit inquiries timeously.
- Perform internal controls review as per agreed plan.
- Responsible for fixed asset registration of the business.

Job Qualification And Experience

- Bachelor's Degree in Accountancy, Business Administration or equivalent from a recognized institution
- 3 years relevant working experience
- A holder of CPA/ACCA
- Experience working in an audit firm will be an added advantage

Terms of Service: The successful candidate will be engaged on a **Permanent Contract**.

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before **22nd January 2024**.

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3. JOB TITLE: Senior Internal Auditor (Dar es Salaam) - 1 Position

Job Purpose

The successful candidate will be responsible for providing reasonable assurance to the Audit Committee and Executive Management that systems of internal control and risk management are adequate and effective.

Specific Duties And Responsibilities

- Evaluating existing control systems to ascertain whether these comply with Associated British Foods (ABF) Financial Control Framework (FCF) and relevant policies / procedures.
- Planning and conducting risk based internal reviews of business processes and controls.
- Highlight areas of non-compliance to management.
- Identifying emerging risks affecting the company and developing effective controls to manage the risks within an acceptable level.
- Advising on best practices to be adopted by the company to strengthen and improve the risk management and control frameworks.
- Coordinate management responses to group internal audit and external audit findings.
- Monitor and ensure closure of open internal audit issues.
- Conducting investigation of possible fraudulent activities and allegations reported.
- Identify and address specific training and development needs to fill compliance gaps.
- Act as liaison for external audits, group internal audits and any other compliance reviews.
- Preparation of internal audit reports to be discussed by the Audit Committee.

Job Qualification and Experience

- Bachelor's degree in commerce, or any other relevant degree from a recognized institution
- 5 years relevant experience in auditing
- A holder of CPA/ACCA
- Proven experience in a manufacturing or commercial operating environment will be beneficial.

Terms of Service: The successful candidate will be engaged on a **Permanent Contract**.

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