



**JOB TITLE: Insights & Reporting-Dar & Central**

**Posting Country:** TZ

**Date Posted:** 10 Mar 2024

**Full Time / Part Time:** Full Time

**Contract Type:** Permanent

At Vodacom, we're working hard to build a better future. A more connected, inclusive and sustainable world. As a dynamic global community, it's our human spirit, together with technology, that empowers us to achieve this.

We challenge and innovate in order to connect people, businesses, and communities across the world. Delighting our customers and earning their loyalty drive us, and we experiment, learn fast and get it done, together.

With us, you can be truly be yourself and belong, share inspiration, embrace new opportunities, thrive, and make a real difference.

What you'll do

**Role purpose:**

To provide timely, accurate, and focused information and support to the Zonal EHOD to Develop and implement effective business Reports to deliver improved decision making and competitive edge. Develop a framework for commercial processes. Support the Zonal EHOD in tracking routine functional / departmental objectives.

Entrench and Monitor Region Team performance disciplines and routines

### **Key accountabilities and decision ownership**

Analysis & Reporting

- Provide region teams with reports on connections and airtime revenue
- Provide reports to compute monthly incentives payable to Channel Partners and SD team.
- Develop sales target setting templates
- Prepare presentations on monthly performance for Zonal EHOD
- Provide region team with distribution partner and staff monthly performance reports
- Provide Financial region Cost review templates and Budget forecasts
- Tracking KPI's of all key new launches for a period of two months on a daily basis, to be measured and evaluated on a monthly basis.
- Preparation of the region projects & proposals business cases.
- Preparation of Weekly region reports, Dashboard and Management meeting presentations
- Budget Champion for region: Monitoring of Sales Capex & Opex and ensuring they are within approved budgets.

Manager region Project Routines & Disciplines

- Prepare business cases for new projects

Offer internal training whenever needed

Region Operations & Incentive Plans Management:

- Develop and monitor reward & recognition programs for Channel Partners & SD team; run Contest results and follow up to ensure that rewards get to the right winners.
- Computation of monthly Sales Incentives (SIP) and R&R as per HR policy, Validate with Revenue Assurance and ensure that such payments are done by HR.

Working closely with Geo-marketing team to review Territory & Regional boundaries, based on ROIs for Channel partners and other region infrastructure elements.

Business Process review

- Liaise with other departments on business reengineering processes relating to distribution team, back office and corporate segment

### **Core competencies, knowledge and experience**

- Strong analytical skills and problem solving skills
- Excellent and effective communications skills, both orally and in writing
- Excellent level of knowledge of all products within a product family, Vodacom policies and practices. Excellent understanding of reporting and planning processes.
- Excellent, high level knowledge; complete understanding and wide

application of technical principles, theories and concepts in the field of expertise and general knowledge of other related disciplines

**Must have technical/professional qualifications:**

- 2-5 years with University Degree in business or sales management; 1-3 years with Advanced Degree
- Able to work under high stress with short-term targets and objectives
- IT literacy with proficiency in Excel, and Powerpoint

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