



Airtel Tanzania PLC is one of the leading providers of telecommunications and mobile money services with operations across Tanzania. Headquartered in Dar es Salaam, Airtel Tanzania ranks amongst the top 3 mobile services providers in Tanzania in terms of subscribers. Airtel Tanzania offers an integrated suite of telecommunications solutions to its subscribers, including mobile voice, data services as well as mobile money services both nationally and internationally. Airtel Tanzania aims to continue providing a simple and intuitive customer experience through streamlined customer journeys.

Airtel Tanzania PLC was launched in October 2001 and is Tanzania's most innovative mobile phone operator, which has introduced many "firsts" in the telecommunications sector.

JOB TITLE: Regional Sales Head

Role Purpose

Airtel Tanzania PLC wishes to recruit for a **Regional Sales Head**. The role reports to Sales & Distribution Director. He/She, will be responsible to develop and execute regional strategy and execute plans derived from Sales & Distribution Department. The Regional Head will be responsible for execution of strategy and plans within the region and across GSM and Airtel Money distributions.

Key Responsibilities.

1. Manages full P&L Of the Region.

Strategically oriented – solid understanding of integrated set of products and services included within the GSM business & Airtel Money portfolio; able to identify opportunities for Airtel and define and implement these opportunities into reality.

2. Act as a key representative/liaison of Airtel Tanzania Plc within the region with Key stakeholders.

Delivering results, sets clear and challenging objectives; collaborative and involving in his/her approach; negotiates and influences stakeholder to obtain preferential positioning for his/her activities; able to see the big picture and at the same time assure the smallest details are accounted for; makes unpopular decisions if necessary.

- customers first – listens to and understands the needs of customers.
Reviews service levels, evaluates feasibility and profitability of service.
Makes sure the team focus on delivering customer needs.

3. Manages a diverse Portfolio within region, directly or indirectly, across marketing, sales, emerging markets, technology, safety & human resources.

Managing a changing environment – Inquisitive, curious and keen to learn, has a thirst for knowledge. Consistently puts forward new ideas, solutions. Analytical, ability to think things through to logical conclusion and perceive things from different perspectives. Perceives interrelationships between variables, deciphers cause and effect relationships and anticipates consequences of actions. Proactively dismantles barriers to change and continuously looks for way to improve working methodologies.

4. Develop strong competitor footprint in area of operation

Commercially astute – solid understanding of market, competitor & customer

5. Provide people leadership within the region

Performing through our people – Manages virtual teams. Builds on other people's ideas. Influences, supports, challenge people. Motivates them and performance high.

6. Ensure that we build and maintain a strong network position within the region.

a personal difference – Builds, develop and leverage from strong networks within the organization and the wider telecommunications industry. Sets high standards for self and the teams do. Takes responsibility for targets and holds self-accountable for actions and achievements.

7. Drive Cross Functional Collaboration

Communicating for impact – is clear and concise in written and spoken communication; keeps all relevant people informed of progress in work, presents complex information and concepts in a way which is simple to understand.

Qualifications and Experience.

Educational Qualifications & Functional / Technical Skills

- degree in business, sales or marketing or equivalent training in business or sales management.
- MBA is an added advantage.

Relevant Experience (Type of experience and minimum number of years)

- 9 years' experience in marketing /commercial/strategy experience/
- Experience of strategy articulation is an added advantage.
- Knowledge of Mobile Telecoms or related industries as well as strategy issues and problem solving approached.
- Customer obsessed and solution oriented.
- Strong change leader

- Specific knowledge of network, sales and distribution value chain plus business management in a commercial context

Other requirements (Behavioral etc.)

- Excellent negotiation skills – proven track records of successfully pitching for new business.
- Strong personal communication and presentation skills – to establish interest, credibility and trust.
- Experience in responding to formal RFIs and RFPs for large brand businesses.
- Ability to manage and track lead generation and sales pipeline.
- Strong business acumen and entrepreneurial-oriented philosophy
- Understanding of the Tanzanian market.

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