



About us

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: Public Sector Sales Head

Role Purpose

Airtel Tanzania PLC wishes to recruit for a **Public Sector Sales Head**. The role reports to the Enterprise Business Director. Responsible for overall Data and voice strategic planning of the department direction in alignment with the general vision of company and proper coordination with other departments. Maintains effective communication with managers across the company to ensure proper sensitivity to the needs of sales operations

Key Responsibilities.

1. Implementation and administration of Public & Government sales policies and programs within guideline and established best practices and market standards.

- Accurately forecast annual, quarterly, and monthly revenue streams

- Design and implement Public Sector data strategy.
- Own the Fixed data revenue stream and grow the segment.
- Discuss strategic issues with executive management.
- Develop proposals for Public Sector and multinational growth in the country.
- Analyse business opportunities and set priorities.
- Formulate and present business plan proposals and Bids.
- Initiate and monitor performance and take corrective action required.
- Liaise with budgeting & reporting to formulate a draft segment budget and set targets for direct reports.
- Define and optimize work processes.
- Be up to date on all sales and marketing activities within Airtel and competitors

2.Formulation and implementation of business planning for Public Sector segments in line with Public Sector strategy to steer the department towards realization of business objectives.

Establishes and manages effective programs to address the following issues:

- New account sales and sales operations growth
- Retention activities for both Public Sector and Multinational
- Enhancement of professional service revenue
- Sales of emerging products/services
- Proactive competitive strategies and targeted sales campaign
- Proper use and level of sales support
- Management of department expenses

3.Maintains expertise on company's product and services to effectively manage sales activities..

- Guide the Public Sector team in terms of the science and Art of Public Sector Sales
- Evaluates effectiveness of lower-level managers /supervisors and sales reps; recommends necessary changes.
- Manages develops, and motivates staff:
- Oversees activities of personnel (Hires, coaches, appraises, motivates, rewards, disciplines, recommends termination as necessary)

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

- 8-10 years' experience in Sales/Relationship Management from Public/Government in Telecom, Banking or Manufacturing Industries.
- 5 years in a Senior Management role.
- Experience in telecommunications Industry is desirable.
- Ability to motivate people to increase sales and productivity

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.
- Able to operate in a performance driven organization.
- Good organizational and teamwork skills
- Self-motivated, enthusiastic, energetic
- Attention to detail.
- Confident, assertive with good negotiation skills
- Excellent time Management Skills
- Customer-centric.

Deadline for receiving applications is 26th May 2024.

Please be advised that if you are not contacted within 14 working days of the advert closing date then you have not been shortlisted.

"Airtel Tanzania Plc does not charge any fee in connection with the application or recruitment process. Should you receive a solicitation for the payment of a fee, please disregard it".

We are an equal opportunity employer and value diversity. We therefore do not discriminate against applicants on the basis of, among others, their race, disability, their race, disability, religion or gender. All employment opportunities are decided on the basis of qualifications, merit and business need

APPLY HERE