



## **JOB TITLE: Domestic Sales Manager - 1 Position**

Dar es Salaam, Tanzania, Tanzania, United Republic of

### **Job Purpose**

The successful candidate will be responsible for developing and executing regional sales strategies, overseeing budgets, and leading Sales Representatives to achieve targets and enhance customer satisfaction.

### **Specific Duties and Responsibilities**

- Provide input into the country Commercial strategy and prepare sales budgets and updates to deliver the regional Commercial objectives
- Develop & implement regional sales plans to achieve agreed sales targets
- Build and manage customer relationships and implement actions to enhance customer service and satisfaction
- Review and update Demand Plans monthly for the region in line with market dynamics and sales ambitions
- Implement agreed pricing strategy & drive customer adherence to RRP
- Develop and monitor adherence to call schedules
- Manage a team of Sales Representatives and Team Leaders to implement segmented sales execution standards at a regional level (VAPP (Visibility, Availability, Price and Promotion) ISSOs (Illovo Sales Service Offering) and PSGs (Perfect Store Guidelines))
- Monitor the performance of Third-Party Providers e.g. Merchandisers
- Schedule and conduct regular trade visits and coaching calls, to develop, motivate and guide the sales team
- Track and report on KPIs, sales volumes, sales mix and price, and identify and implement actions to improve sales volumes and VAPP (Visibility, Availability, Price and Promotion)
- Work with the RTC Manager to consistently identify & develop footprint expansion & market penetration opportunities in the region
- Support the Commercial team in managing Key Accounts (Industrial / Trade) as required, including sales negotiations, building customer relationships, sales planning and business reviews

- Develop, motivate and manage operational budgets
- Consistently monitor and report on consumer, customer, and competitor trends in the market
- Own the cross-functional alignment with Logistics and Finance to ensure delivery in service of the customer
- Lead, develop and manage the performance of the Sales team, through effective sales management routines, coaching and capability development
- Promote and adhere to Illovo's procedures, policies and guidelines, including, without limitation, those relating to SHERQ, Competition Law and Anti-Bribery and Corruption (ABC)

### **Job Qualification and Experience**

- Bachelor's degree in Business Administration, Commerce, Marketing or equivalent
- 7-10 years' experience in FMCG sales and marketing
- Sound business acumen, with a strong customer and results focus; ability to communicate, build relationships and influence others; ability to lead and motivate others; ability to plan and organize, and work effectively under pressure; problem solving skills.
- Clean and 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 **24th September 2024**.

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