



29.11.2024

## VACANCY ANNOUNCEMENT 2 POSITIONS

### NATIONAL SALES MANAGER

Mbeya Cement Company Limited a member of Amsons group is a leading manufacturing company providing innovative and sustainable building and construction solutions within and outside Tanzania.

Mbeya Cement is seeking to recruit a highly motivated National Sales Manager (**1 position**) to be based at the **Mbeya Plant** under a permanent employment contract. The reporting line for the position is to the Sales Director.

#### Summary of Roles and Responsibilities:

- a) Plan and execute various initiatives to derive sales volume with the territory including contractors and overall institutional sales;
- b) Develop innovative products, business strategies and increase the brand equity of the company products;
- c) Map potential customers on the database for record keeping to understand the pipeline and seek to maintain the existing and seek more new customers and new projects;
- d) Build market position by locating, developing, defining and closing business relationship;
- e) Identify trendsetter ideas by researching industry and related events, publications, and announcements;
- f) Screen potential business deals by analyzing market strategies, deal requirements, and financials;
- g) Close new business deals by coordinating requirements; developing and negotiating contracts; and integrating contract requirements with business operations;
- h) Examine risks and potentials for the business opportunities;
- i) Build category belief internally and externally through coordinating the implementation of a sustained and effective multi-stakeholder campaign on our products benefits for the entire business unit; and
- j) Amplify brand initiatives, leveraging media relations skills and contacts to optimize reach and impact.

#### Qualification:

**Education:** Bachelor Degree in Business Administration, Marketing or Finance.

**Experience:** At least seven (7) years of working experience in Sales and/or Business Development roles.

#### Technical Competencies /Additional skills:

- Planning and Strategy;
- Business data/information analysis and reporting;
- Customer Relationship Management;
- Market Intelligence;
- Sales and Distribution;
- Business Acumen-Commercial Savvy;
- Product Knowledge- Brand, pricing, product mix, production and quality control;
- Emotional Intelligence and Leadership skills; and
- High level of integrity and self-discipline.

#### How to Apply:

Applicants are invited to submit the following documents via [mcc.recruitments@mbeyacement.com](mailto:mcc.recruitments@mbeyacement.com) indicating the position applied for and years of experience in the subject of the email:

- Cover letter for the position;
- Resumes / CV;
- Academic Certificates

**Deadline for application: 8<sup>th</sup> December 2024**

## INSTRUMENTATION AND AUTOMATION ENGINEER

Mbeya Cement Company Limited a member of Amsons group is seeking to recruit a highly motivated Instrumentation & Automation Engineer (**1 position**) to be based at the **Mbeya Plant** under a permanent employment contract. The reporting line for the position is to the Electrical Manager.

### Summary of Roles and Responsibilities:

- a) Manage automation and instrumentation projects as assigned, install, test/commission and start-up control systems as planned;
- b) Monitor the control systems including SERVER, PLC, HMI and Operator station for the plant quality performance;
- c) Record and document all PLC and HMI programs and their back up for future reference at a secured environment;
- d) Implement approved modifications of software as well as configuration of Process Control Systems (PCS) to ensure optimum plant equipment operation;
- e) Periodically calibrate and validate plant equipment/Instruments such as sensors, feeders, weighbridges etc. and keep records as per ISO standards;
- f) Create and share calibration schedules for: sensors, weigh feeders, weighbridges, portable weigh scales, packers and other Instruments/Automation related devices and equipment; and
- g) Propose Automation and Instrumentation works to be carried out during planned shutdown to minimize chances of breakdown.

### Qualification:

**Education:** Bachelor Degree in Electronics and Telecommunication Engineering.

**Experience:** At least three (3) years working experience. An experience in cement manufacturing / extractive industry with Siemens PLC knowledge will be an added advantage.

### Technical Competencies /Additional Skills:

- Strong technical knowledge of electrical maintenance operations and equipment;
- Knowledge in Electricity and Electronics;
- Strong problem solving, analytical thinking and troubleshooting skills;
- Strong Process Control System knowledge, programming proficiency and configuration skills of Logical Controller and plant equipment;
- Hands-on experience with equipment;
- Team building;
- Innovative;
- Strong data interpretation and reporting capabilities.

### How to Apply:

Applicants are invited to submit the following documents via [mcc.recruitments@mbeyacement.com](mailto:mcc.recruitments@mbeyacement.com) indicating the position applied for in the subject of the email:

- Cover letter for the position;
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**Deadline for application: 8<sup>th</sup> December 2024**