

Join the AzamPesa Team! We're Hiring! Ready to take your career to the next level?
Explore these exciting opportunities at AzamPesa:

1. Customer Acquisition Lead



azam Pesa
*150*08 #

WE'RE HIRING CUSTOMER ACQUISITION LEAD

Responsible for developing and executing strategies to attract and onboard new customers for AzamPesa, ensuring the company achieves its growth objectives.

- **Qualifications** : A degree in Business, Marketing, or a relevant field (or equivalent) is required, along with certifications or accreditations in relevant areas. The ideal candidate should have over 3 years of experience in Sales and Marketing within the Telecom or Banking sectors.

Responsibilities

- **Customer Acquisition Strategy**: Develop and implement acquisition plans aligned with growth targets. Analyze target markets and opportunities.
- **Marketing and Campaign Management**: Execute digital, offline, and experiential campaigns, optimizing for ROI.
- **Collaboration and Team Leadership**: Work closely with sales, product, and support teams to streamline onboarding processes; mentor the acquisition team.
- **Data Analysis and Insights**: Use data to refine strategies, improve targeting, and report on metrics like CPA and CLV.
- **Relationship Building**: Foster partnerships and alliances to drive growth. Maintain strong relationships with clients and stakeholders.
- **Customer Experience Enhancement**: Ensure seamless onboarding aligned with customer needs and gather feedback for continuous improvement.

DEADLINE:
10 DEC 2024

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2. Merchants (Lipa Hapa) Manager



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WE'RE HIRING

MERCHANTS (LIPA HAPA) MANAGER

Responsible for overseeing the acquisition, management, and growth of merchant partnerships for the LIPA HAPA payment solution by driving merchant adoption, enhancing operational efficiency, and ensuring seamless service delivery while aligning with the company's strategic goals.

- **Qualifications :** A degree in Business, Marketing, or a relevant field (or equivalent) is required, along with certifications and memberships in professional organizations. Candidates should have at least 3 years of experience in Sales and Marketing within Telecom or Banking and a solid understanding of mobile money market dynamics.

Responsibilities

- **Merchant Acquisition and Onboarding:** Develop strategies to onboard new merchants, ensure smooth technical integrations, and provide training.
- **Merchant Relationship Management:** Build strong relationships with merchants, address concerns, and ensure timely support.
- **Market Analysis and Strategy:** Analyze market trends and competitor activities to refine merchant strategies and enhance product positioning.
- **Operational Efficiency:** Ensure seamless payment processing, collaborate with teams to improve workflows, and enhance service delivery.
- **Compliance and Standards:** Ensure all merchant operations meet regulatory and company standards.

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3. Disbursement Wallet Sales Lead



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WE'RE HIRING

DISBURSEMENT WALLET SALES LEAD

Responsible for driving the growth and adoption of the disbursement wallet product, this includes developing sales strategies, leading the sales team, and ensuring targets are met through effective client engagement and market penetration.

- **Qualifications :** A degree in Business, Marketing, or a relevant field (or equivalent) is required. Candidates should have at least 3 years of experience in disbursement wallet, sales, and marketing within the Telecom or Banking sectors, with a strong understanding of mobile money market dynamics.

Responsibilities

- **Sales Strategy Development:** Develop and implement a robust sales strategy to achieve disbursement wallet targets, identifying and prioritizing potential markets and clients.
- **Client Acquisition and Management:** Acquire high-value clients, maintain strong relationships to ensure satisfaction and retention, and negotiate contracts effectively.
- **Team Leadership:** Manage and guide the sales team to meet targets, providing training, mentorship, and performance reviews.
- **Market Analysis:** Conduct research on market trends, customer needs, and competitor activities to improve product offerings and sales approaches.
- **Reporting and Metrics:** Track and report sales metrics, and present periodic sales reports to senior management.

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4. Head of Sales



The recruitment poster features a woman with curly hair and glasses sitting at a desk with a blue mug and an open notebook. The Azam Pesa logo is in the top left, with the reference code *150*08 # below it. The main heading 'WE'RE HIRING HEAD OF SALES' is in large yellow and white text. The job description and responsibilities are listed in white text on a dark background.

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WE'RE HIRING

HEAD OF SALES

Responsible for building and leading a sales team capable of selling AzamPesa products and services to the mass market by developing strategies to penetrate underserved niches, optimizing sales operations, and fostering a culture of integrity, honesty, and performance.

- **Qualifications :** A degree in Business, Finance, or a relevant field (or equivalent) is required, along with certifications or memberships in professional organizations. Candidates should have 7+ years of experience in Sales and Marketing, preferably in consumer-facing roles. A strong understanding of building and scaling effective ground sales operations in Tanzania is essential, while mobile money knowledge is a plus.

Responsibilities

- **Sales Leadership:** Build and manage a sales team capable of achieving sales and distribution targets for AzamPesa.
- **Strategy and Innovation:** Identify market niches, develop sales strategies, and adjust practices based on feedback and market trends.
- **Operational Excellence:** Oversee distribution processes, ensure profitable customer intake, and coordinate field teams to meet objective
- **Performance Monitoring:** Conduct monthly performance reviews and analyze competitor activities to improve strategies.
- **Campaign Management:** Develop promotions and manage projects to launch in live environments with stakeholders.

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5. Zone Sales Manager



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WE'RE HIRING

ZONE SALES MANAGER

Responsible for developing and executing area strategies, plans, and targets derived from the Sales & Marketing Department to drive AzamPesa penetration and growth within the assigned zone.

- **Qualifications:** A degree in Business, Finance, or a relevant field (or equivalent) is required, along with certifications or memberships in professional organizations. Candidates should have 7+ years of experience in Sales and Marketing, preferably in consumer-facing roles. A strong understanding of building and scaling effective ground sales operations in Tanzania is essential, while mobile money knowledge is a plus.

Responsibilities

- **Zone Operations Management:** Identify opportunities, set targets, and manage AzamPesa plans across the zone, including satellite village rollouts.
- **Stakeholder Collaboration:** Act as the key representative for AzamPesa within the zone, overseeing channel partners and collaborating to enhance productivity and penetration.
- **Customer-Centric Approach:** Focus on understanding and addressing customer needs, ensuring solutions are feasible and profitable.
- **Performance Management:** Conduct daily and monthly reviews of AzamPesa sales across regions and zones to drive results.
- **Portfolio Management:** Oversee a diverse portfolio, including sales, marketing, and technology safety, while fostering innovative solutions and analytical thinking.

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