



## **JOB TITLE: EHOD Southern Zone**

Mbeya, Tanzania, TZA

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### **Job Description**

#### **Description**

**The purpose** of the role is to develop and execute regional strategy and execute plans derived from CBU strategies or plans. The position is responsible for execution of strategy and plans within the region and across the CBU, MPESA, EBU and Technology business units.

#### **Key Accountabilities**

The position manages the full P&L of the region.

Act as a key representative / liaison of VC Tanzania within the region with key stakeholders such as private and public sector officials, staff, non-governmental organisations, customers, etc.

Manages a diverse portfolio within region, directly or indirectly, across marketing, sales, emerging markets, technology, safety, human resources etc.

Responsible for commercial capex and opex management within the agreed upon governance process .

Develop a strong competitor footprint in the area of operation.

Provide people leadership within the region.

Drive cross functional collaboration.  
Ensure that we build and maintain a strong network position within region.

### **Typical Outputs**

Network quality and coverage within region.  
Ensure strong competitor footprint within region.  
Brand health – NPS and ENPS.  
Drive sales performance across channels (CBU, EBU and Mpesa)  
Grow revenue and subs market share within area.

### **Technical Expertise**

Customer obsessed and solution orientated.  
A strong change leader and ability to adapt to new opportunities and challenges.  
5 years of marketing/commercial/strategy experience, experience of strategy articulation and/or execution an advantage  
Detailed knowledge of mobile telecoms or related industries, as well as general strategy issues and problem solving approaches  
Specific knowledge of network, sales and distribution value chain plus business management in a commercial operational context  
Strong knowledge and experience of Vodacom operating model or equivalent similar global corporate operation  
Ability to operate successfully in dynamic, uncertain and challenging environments, and to manage effectively in a matrix organisation  
Creativity in problem solving, with a positive 'can do' approach  
Excellent written and verbal communications skills; Strong personal impact and influencing skills  
A diversity champion or leader in the context of the evolving working environment and society at large  
Delivers the company's financial results related to capex, opex, revenue and margin as defined from time to time.

### **Skills**

Dynamic Prioritisation and Multi Tasking

Business Partnering

Requirements Analysis

Change and Adaptability

Data driven decisions

Complexity Management

Communication

External trends and insights

Continuous Improvement

People Development

Data Analytics and Insights

Sales Performance Management

Strategy Execution

Business and Commercial Acumen

Sales Methodologies and Processes

Resilience

Customer Centricity

Problem Solving

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