



## VACANCY: **Procurement & Logistics Manager**

**SimbaNET** is part of Wananchi Group and a leading Internet and data solutions providers in Tanzania & East Africa.

**Overall responsibility:** Head the procurement & logistics unit for all Wananchi entities(Tz). Managing all the procurement & logistics activities in Tanzania (Wananchi Group Entities) i.e. assets, stock, spares and other inventory. He/she will be reporting to the Country Manager with a dotted line to the Wananchi Group Procurement & Logistics HOD.

### **JOB DESCRIPTIONS:**

- 1.Ensure Completion of the procurement cycle from requisition; quotes; negotiation to final delivery.
- 2.Ensure that the inventory and stock levels do not go under the Minimum Order quantity.
- 3.Importation of goods and ensure goods are cleared in good time and stock them and keep inventory in the company standard software (Sage Pastel).
- 4.Maintain relationship with Local & International suppliers and internal user departments and management.
- 5.Handle contracts for way leaves, lease, rent for all the point-of-presence (POPs) locations in Dar es Salaam and upcountry.
- 6.Be on top of the LPO processing within timelines with prompt feedback of the approval process shared to Key stakeholders.
- 7.Act as first line for management of procurement team in Tanzania.

### **SKILLS, KNOWLEDGE & ABILITIES :**

3+ Years of relevant experience, proven working experience as a procurement officer, talent in negotiations.

### **EDUCATION**

Post-Graduate Degree/Diploma in International Trade , Bachelor Degree in Supply Chain Management, Logistics or Business Management

**CPSP Certification** is Mandatory. (Do not apply if you don't have one)

**Apply to: [recruitment@simbanet.co.tz](mailto:recruitment@simbanet.co.tz)  
Deadline: 25th December 2022.**



## VACANCY: Sales Team Leader

Wananchi Cable Tanzania Limited (WCTL) is part of the Wananchi Group and one of East Africa's leading broadband Internet service providers.

### JOB PURPOSE

Responsible for the development and performance of all sales activities in assigned market. Staffs and directs a sales team and provides leadership towards the achievement of maximum profitability and growth in line with company vision and values. Establishes plans and strategies to expand the customer base in the marketing area and contributes to the development of training and educational programs for Sales Teams.

### KEY ROLES

- \*Act as first line for management of team issues and discipline cases
- \* Monitor the performance of the team assigned and recommend changes if any
- \*Escalate any market related matters to the Sales Manager
- \* Compile daily, weekly and monthly reports on team performance ,sales pipelines
- \* Managing team leads monitoring conversion of all sales opportunities
- \*Performance management of the Sales team activities by setting annual objectives and targets, monitor and review individual performance and manage appraisals through the performance review processes
- \*To lead, develop and motivate the Sales team and liaise with sales training coordinator to ensure that the team assigned is continuously trained and motivated

### QUALIFICATION

- \*At least four years managerial experience in sales in FMCG concern or service industry organization.
- \*Demonstrated Prior experience in developing sales plans, sales strategies, and developing route to markets and growth plans is required
- \*Under graduate university/college degree in business administration or social sciences. An MBA is an added advantage

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