



1. Sales Representative (3 Positions)

Morogoro, Kilombero, Tanzania, United Republic of

Full Time

Experienced

Job Purpose

Achieve and grow sales volume and revenue targets in a specified territory.

Specific Duties and Responsibilities:

- Execute the Illovo Sales Service Offering (ISSO) and Perfect Store Guideline (PSG) for Resellers and Stockists in assigned territory, with adherence to call schedules and structured sales calls
- Provide input into sales targets for the territory and individual customers, track sales performance and identify areas for improvement
- Own customer relationships in the First Mile, through understanding of the Customer's business, effective customer communication and collaboration with Logistics and Finance to ensure delivery against commitments
- Influence orders to meet sales targets and grow sales volumes, through effective customer reviews and application of sales call stories and profit conversations
- Notify customers of pricing changes and influence desired RRP's at a store level
- Record and update customer and call information through the Sales Force Automation tool
- Support Trade Marketing campaigns, both through direct activities and guidance to company and third-party employees
- Identify and report on market trends and competitor activity
- Monitor and report on adherence to quality standards in the trade
- Collaborate with Telesales / LOC / Credit control to deliver customer service and increase customer satisfaction.
- Promote and adhere to Illovo SHERQ procedure, policy and guidelines

JOB QUALIFICATION AND EXPERIENCE:

- Diploma in Business Administration. Bachelor's degree in business administration/ commerce/ marketing is an added advantage.
- 3-5 years' experience in sales and marketing
- Business acumen; Customer focus; Ability to communicate effectively and assertively; Influencing and negotiating skills; ability to work in a team; planning and time management skills; drive and ability to learn
- Clean and valid driving license
- environment

SELF – MANAGEMENT AND PERSONAL TRAITS

- Strong, conceptual and problem-solving skills
- Detailed process and analytical ability

- Strong verbal / analytical reasoning ability
- Compliance, Governance and Ethics
- Customer Service orientated
- Operational and Process excellence
- Ability to work in pressured and deadline-driven operating environment
- Ability to self-manage workload and work independently
- Detail-orientated with the technical aptitude and ability to perform tasks accurately and comprehensively

TERMS OF SERVICE: The successful candidate will be engaged on Permanent Contract.

All interested candidates, who meet the above requirements, please apply for the position on or before 20th August 2024. Only shortlisted candidates will be contacted.

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

To Apply, [CLICK HERE](#)

2. Financial Controller (1 Position)

Morogoro, Kilombero, Tanzania, United Republic of
Full Time
Senior Manager/Supervisor

Job Purpose

The successful candidate will be responsible for the adequacy and effectiveness of the financial control environment and governance system to ensure that all financial risks are appropriately managed and financial reports produced are accurate and timely.

Specific Duties and Responsibilities

- Lead & develop the Finance Operations, Risk, Tax and Treasury teams ensuring all requirements are met.
- Ensure the adoption and deployment of standardised Group reporting policies, outputs and systems to ensure accurate and consistent reporting.
- Ensure the accuracy and integrity of the balance sheet.
- Oversee all advisory and transactional processing of tax and treasury matters as well as key subjective accounting issues.
- Drive a continuous reduction in the number of financial accounting, risk and control issues arising in the year, and develop a programme to proactively address known financial and control weaknesses.
- Continuously identify improvements in operational processes, policies and procedures and lead process optimisation and efficiency projects.
- Support your team in ensuring favourable internal and external stakeholder relationships (e.g. Commercial Banks).
- Enable compliance to IFRS - Enable team to provide technical guidance to the finance functions on IFRS issues, disclosure items, new accounting standards and complex accounting matters. Oversee and supervise the preparation of the annual report.
- Lead regular reviews with the Group Finance team providing clear and comprehensive summaries of business and accounting issues.

- Work with the wider team to review & prepare business results and supporting analysis for both internal and external use.
- Own and ensure that financial risk and effective controls are in place.
- Regularly confirm the effectiveness of controls in higher-risk processes e.g. Procurement, Manufacturing process, Supply Chain.
- Lead the relationship with external auditors, ensuring alignment on key subjective accounting issues.
- Champion UK SOX processes within the country.
- Ensure all control assessments are completed in line with Group or regulatory requirements.
- Ensures ABC (Anti-bribery and Corruption) review and overseas implementation.
- Work closely with the Internal Audit team to ensure all significant control issues are addressed.

Job Qualification and Experience

- Bachelor's degree in accountancy, Business Administration or equivalent
- Must be certified by ACCA / CPA (T) / Equivalent
- Minimum 10 years post-qualification and financial management experience
- Minimum 5 years senior management experience
- 5+ years operational experience across various functions, direct operational experience advantageous

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 **27th August 2024**.

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To Apply, [**CLICK HERE**](#)