

Title: Sales Manager (Payroll Lending) **Vacant position:** 1

Department: Sales

Work Station: Head Office (Dar es Salaam)

Job Purpose:

To lead, develop, and manage the company's sales operations within the country, ensuring achieve sale target, market expansion, and strong customer relationships in alignment with company objectives.

Basic Job Functions

- Formulate and implement sales strategies that aligned with company strategy.
- Team Leadership and development
- Sales target achievement and Develop effective marketing plan.
- Establish and maintain effective relationship with potential stakeholders.
- Maintain competitive edge in the market and identify industry. changes to effect right strategies.
- Collection and Portfolio Performance.
- Training of RSM, Team Leaders on product knowledge, supervision skills and sales skills.
- HR support and system.

Minimum Qualification and Experience

- Bachelor's degree in Business, Sales, Marketing or related field (Master's preferred).
- At least 5 years' relevant experience in competitive sales environment.
- Proficiency in computer applications.

Key Competencies:

- Strategic Thinking Results-Orientation.
- Team Leadership Customer Focus.
- Analytical & Financial Acumen.
- Adaptability & Decision-Making

Other Attributes

- Good interpersonal skills.
- Good communication skills.
- Good leadership skills.
- Good time management skills.
- Be a motivator and role model.
- Ability to transfer skills and techniques to members.

Application Mode:

Any interested and qualifying candidate can send a signed letter of application, Updated CV, and copies of testimonials addressed to the HR Manager via an Email address: careers@platinumcredit.co.tz

Deadline is 25 June 2025, 05:00pm