

NAFASI za Kazi Aquantuo Tanzania July 2025

(Kwa Ajira Mpya Kila Siku Tembelea Kisiwa24 Blog)

Position: Sales and Marketing Associate

Location: Tanzania

Reports To: Marketing Lead

Salary: Tzs 700k-800k

Job Overview

As Aquantuo expands its footprint in Tanzania, the Sales and Marketing Specialist will craft and execute go-to-market plans that drive B2B growth across e-commerce, shipping, and 3PL services. You will align Aquantuo's regional strategy with global goals, cultivate strategic partners, and accelerate market share and revenue.

Key Responsibilities

- Identify and pursue new business opportunities across target markets in Tanzania.
- Generate leads through cold calling, referrals, field visits, and networking.
- Conduct in-person and virtual meetings with prospective clients to present tailored proposals and quotations.
- Consistently follow up with leads to move them through the sales funnel, negotiate terms, and close deals to meet targets.
- Build and maintain strong client relationships while identifying opportunities to upsell and cross-sell additional services.
- Maintain accurate records of all sales activities using a CRM tool and provide detailed weekly reports on pipeline status and performance.
- Collaborate with operations and customer service to ensure smooth delivery while gathering and relaying customer feedback to improve service offerings.
- Conduct market research to understand customer needs and competitor offerings.
- Identify and develop strategic partnerships to support business growth.
- Collaborate with the marketing team to support lead generation campaigns and promotional activities.
- Represent the company at trade shows, events, and exhibitions.
- Assist with creating or refining marketing content tailored to local customer segments.
- Share insights from customer interactions to improve marketing strategies and messaging.

Qualifications

- Bachelor's degree in business, Marketing, or a related field.
- Minimum of three years' B2B sales experience in logistics, e-commerce, or international trade.
- Proven track record in developing and executing complex sales strategies and marketing campaigns.
- Strong analytical capabilities to interpret market data and sales performance.
- Demonstrated leadership in managing and scaling sales teams.
- Deep understanding of Tanzanian trade facilitation, customs requirements, and 3PL operations.
- Excellent written and verbal communication skills; proficiency in proposal writing.
- Self-driven with a bias for action and timely decision-making.
- Proficient in Microsoft Office and CRM platforms (HubSpot or Salesforce).

Applications to be sent to: careers@aquantuo.com