

JOB VACANCY

SALES MANAGER-CONSTRUCTION



INDUSTRY: AUTOMOTIVE

HR World Ltd, on behalf of our client, we are looking for a strategic and result-oriented Sales Manager – Construction who will be responsible for driving sales of construction and mining equipment, leading a high-performing team, and ensuring sales process excellence while growing market share across the country.

JOB RESPONSIBILITIES

- Achieve sales targets for construction and mining equipment across Tanzania.
- Deliver executive-level sales reports and performance updates to senior management.
- Act as a consultant to customers/contractors, effectively presenting the value proposition of equipment.
- Ensure the sales team delivers sales turnover and operational profit in line with budget guidelines.
- Drive retail sales growth and increase market share of construction equipment, with a strong focus on the mining sector.
- Identify, develop, and manage key accounts in contracting, mining, and road construction.
- Manage stock turnaround efficiently to reduce aged inventory levels.
- Optimize expenses and manage receivables, ensuring 100% collections of turnover.
- Lead sales and marketing campaigns to enhance product awareness, strengthen brand positioning, and activate sales of tractors and farm equipment.

JOB QUALIFICATIONS

- Bachelor's Degree in Engineering or related field.
- Minimum of 8-10 years of proven field experience in mining/construction equipment sales, including at least 3 years in a leadership role.
- Strong background in the mining sector with extensive field exposure in construction environments.
- Excellent organizational, leadership, and communication skills.
- Strong business development, strategic decision-making, and customer relationship management abilities.

SUBMISSION

Before 30th September 2025

SEND YOUR CV via

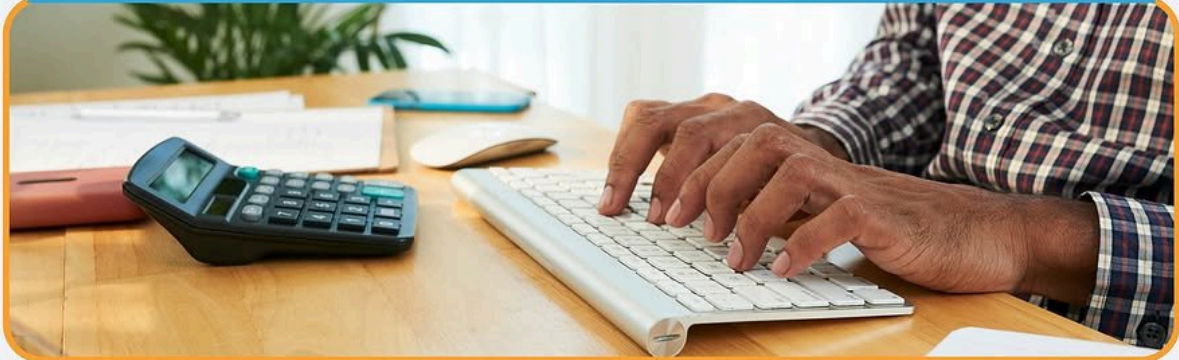
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JOB VACANCY

SENIOR ACCOUNTS PAYABLE



INDUSTRY: AGRIBUSINESS

LOCATION: IRINGA

HR World Ltd on behalf of our client, we are looking for a Senior Accounts Payable professional who will be responsible for overseeing the full accounts payable cycle, ensuring accuracy in invoice processing, managing supplier relationships, maintaining tax compliance, and supporting timely financial reporting. The ideal candidate will bring experience in production accounting, tax filing, and ERP systems, contributing to efficient finance operations in a dynamic agribusiness environment.

JOB RESPONSIBILITIES

- Manage the end-to-end accounts payable function, including invoice capturing, approvals, and reconciliations.
- Ensure timely and accurate payment of suppliers in line with company policies and cash flow.
- Monitor supplier aging reports and address outstanding issues.
- Maintain compliance with statutory tax obligations and file returns accurately and on time.
- Prepare payment forecasts and monthly schedules (accruals, provisions, prepayments).
- Support audits and collaborate with internal departments to enhance process efficiency.
- Ensure proper documentation, depreciation entries, and maintenance of financial records.
- Review stock advances, prepayments, and fixed asset schedules as required.

JOB QUALIFICATIONS

- Bachelor's degree in Accounting, Finance, or a related field.
- CPA (T) is mandatory.
- Minimum of 3 years of relevant experience in a similar role.
- Strong understanding of tax compliance and production-related accounting.
- Proficiency in Microsoft Excel and ERP systems.
- Excellent attention to detail, organizational, and communication skills.

SUBMISSION

Before 01st October 2025

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JOB VACANCY

FIELD TECHNICIAN



INDUSTRY: RENEWABLE ENERGY

HR World Ltd on behalf of our client, we are looking for a Field Technician to manage and maintain reliable technical operations at Hubs within the assigned region. The Field Technician will ensure Hub uptime, troubleshoot energy systems, and support technical performance to meet operational standards.

JOB RESPONSIBILITIES

- Maintain Hub energy uptime at a minimum of 99.9% by ensuring all energy systems perform optimally.
- Troubleshoot and repair defective packs to maintain 98% pack health across the region.
- Monitor Hub energy, Swap% and PV% levels, escalating issues where thresholds are exceeded.
- Commission and test Hubs, ensuring accurate system setup and Go-live sign-off.
- Set up Hub phones, controllers, and maintain accurate technical data in dashboards.
- File, update, and escalate technical issues using GitLab.
- Remotely troubleshoot and resolve Hub performance issues; travel to Hubs when in-person support is required.
- Perform routine Hub energy maintenance and ensure full connectivity.
- Test, troubleshoot, and repair defective products, maintaining proper inventory records.
- Provide daily, weekly, and monthly reports on Hub health and technical operations.
- Develop weekly route plans and conduct regional meetings to address gaps and set action priorities.
- Support testing of new products and firmware as required.

JOB QUALIFICATIONS

- Diploma or Bachelor's Degree in Renewable Energy Engineering, Electrical Engineering, or related field.
- Hands-on experience in troubleshooting, repairing, and maintaining electronic systems or devices.
- Proficiency in using diagnostic tools, software, and data analysis applications.
- Strong problem-solving skills with the ability to identify and resolve root causes.
- Excellent written and verbal communication skills.
- Adaptability and willingness to learn new technologies and processes.
- Ability to work independently, prioritize tasks, and take initiative.
- Strong teamwork and collaboration skills.

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JOB VACANCY

SENIOR SALES MANAGER-HYUNDAI



INDUSTRY: AUTOMOTIVE

HR World Ltd, on behalf of our client, we are looking for a Senior Sales Manager who will be responsible for driving sales growth, managing strategic client relationships, and leading the sales team to achieve business targets.

JOB RESPONSIBILITIES

- Develop and execute sales strategies to achieve revenue and market share growth.
- Lead, motivate, and manage the sales team to deliver consistent results.
- Build and maintain strong relationships with key accounts, corporate clients, and dealers.
- Identify and pursue new business opportunities and untapped markets.
- Monitor market trends, competitor activities, and provide actionable insights.
- Prepare accurate sales forecasts, budgets, and performance reports.
- Collaborate with marketing and product teams to implement sales campaigns.
- Negotiate and close high-value deals while ensuring customer satisfaction.
- Ensure compliance with company policies, pricing strategies, and ethical standards.

JOB QUALIFICATIONS

- Bachelor's Degree in Business Administration, Marketing, Sales, or a related field.
- 7-10 years' progressive experience in sales, with at least 3 years in a managerial role within the automotive industry.
- Strong network within the automotive sector especially in Hyundai Products.
- Strong leadership, coaching, and team management skills.
- Excellent communication, negotiation, and presentation abilities.
- Ability to analyze sales data and market trends for informed decision-making.

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JOB VACANCY

HEAD OF MARKETING



INDUSTRY: MANUFACTURING

HR World Ltd, on behalf of our client, we are looking for a head of marketing with a proven track record in driving multi-channel marketing programmes and are responsible for developing marketing strategies and initiatives, creating marketing briefs for all key strategies, and ensuring that they are correctly communicated.

JOB RESPONSIBILITIES

- Leading the development of all marketing plans.
- Ensuring the implementation of effective marketing strategies.
- Focusing on growing audiences and the uptake for products and services.
- Reviewing and reporting on all areas of the marketing strategies and its implementation.
- Developing the corporate brand identity in consultation with senior managers, executives, and partners.
- Managing creative agencies and retainer partners.
- Collaborating with senior team members across all departments to uncover insights and create innovative marketing and branding strategies.
- Identifying ways to grow the marketing department and secure resources.
- Monitoring, reviewing, and reporting on all marketing activities, results, and Return on Investment (ROI).
- Conducting strategic marketing analysis that will help guide marketing messages.
- Overseeing social media planning and execution.
- Consistently identifying new or expanded revenue opportunities and strategising the implementation of plans.
- Conception, development and implementation of marketing plans and strategies, product concepts and promotional programmes to drive interest and sales.
- Working to continuously ensure the company marketing goals are communicated across the entire organisation and improving the company's marketing outreach efforts.
- Ensuring that all current marketing and copyright regulations comply with accepted professional standards, policies, procedures, and legislation.
- Efficiently managing annual marketing budgets.
- Routinely sharing strategies, progress, results, learnings, and relevant industry trends, with the broader team.

JOB QUALIFICATIONS

- A bachelor's degree in Marketing, Communications, Advertising, or a Business Management related subject.
- Minimum 10 years' experience in a marketing role.
- Minimum 4 years' experience in a management role.
- Fluent level of both spoken and written English.

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Before 05th October 2025

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JOB VACANCY

AREA SALES MANAGERS(3)



INDUSTRY: FMCG

HR World Ltd, on behalf of our client, we are looking for an Area Sales Manager who will be responsible for overseeing sales operations within the assigned region, driving revenue growth, managing sales teams, and ensuring strong market presence for the company's FMCG products.

JOB RESPONSIBILITIES

- Develop and implement sales strategies to achieve business targets within the assigned area.
- Lead, manage, and motivate the sales team to deliver on set objectives.
- Monitor sales performance and prepare regular reports for management.
- Build and maintain strong relationships with key customers, distributors, and retailers.
- Identify new business opportunities and expand the company's market reach.
- Ensure effective execution of trade promotions and marketing campaigns.
- Conduct regular market visits to monitor competitor activity and market trends.
- Ensure proper coverage, distribution, and visibility of products across the region.
- Collaborate with other departments to ensure smooth operations and customer satisfaction.
- Train, mentor, and support sales staff to enhance their skills and performance.

JOB QUALIFICATIONS

- Bachelor's degree in Sales, Marketing, Business Administration, or a related field.
- Minimum of 5 years' proven experience in sales management, preferably in the FMCG industry.
- Strong leadership and people management skills.
- Excellent negotiation, communication, and interpersonal abilities.
- Proven track record of achieving sales targets and driving business growth.
- Strong understanding of FMCG distribution channels and market dynamics.
- Ability to analyze sales data and use insights to drive decision-making.
- Proficiency in MS Office and sales management software.

SUBMISSION

Before 02nd October 2025

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JOB VACANCY

SALES MANAGER



INDUSTRY: AUTOMOTIVE

HR World Limited on behalf of our client is looking for a Sales Manager who will be responsible for driving sales activities of heavy machinery products (e.g., cranes, excavators, rollers) within assigned territories and building strong client relationships.

JOB RESPONSIBILITIES

- Be responsible for sales activities within designated territories or product lines (e.g., cranes, excavators, rollers, etc.), executing company sales strategies and proactively identifying and developing new client accounts.
- Establish connections with potential customers through various channels including phone calls, site visits, and industry exhibitions; gain an in-depth understanding of client needs to provide product consultation and preliminary solutions.
- Prepare and submit commercial documents such as quotations and sales contracts; closely monitor all stages of the sales cycle to secure order closure.
- Maintain relationships with existing clients through regular follow-ups to encourage repeat business and identify opportunities for after-sales services.
- Gather market intelligence and monitor competitor activities (e.g., the pricing and product features of key competitors, namely Caterpillar Inc., Komatsu Ltd., and Sany Heavy Industry Co., Ltd.), reporting findings to management in a timely manner.

JOB QUALIFICATIONS

- A minimum of 3–5 years of relevant sales experience in a related industry is required. Prior experience in selling construction machinery, trucks, automobiles, heavy equipment, or related components/parts will be given strong preference.
- Senior Managers' with exceptional learning agility and demonstrated sales potential are also encouraged to apply, even if their experience does not fully meet the tenure requirement.

SUBMISSION

Before 03rd October 2025

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JOB VACANCY

BUS SALES MANAGER



INDUSTRY: AUTOMOTIVE

HR World Limited on behalf of our client, we are looking for a Bus Sales Manager who will be responsible for overseeing all aspects of business development and operations in the Tanzanian market within the commercial vehicle/bus industry.

JOB RESPONSIBILITIES

- Develop and execute the business development strategy and annual operational plan for the Tanzanian division.
- Oversee daily operations including sales, after-sales service, customer relationships, and spare parts supply.
- Manage and strengthen key account relationships with clients such as public transport companies, tourism groups, schools, and government agencies.
- Monitor local market trends and competitors, and provide regular market intelligence reports to HQ.
- Lead and manage the local team including hiring, performance evaluation, and talent development.
- Ensure full compliance with Tanzanian legal and regulatory standards.
- Represent the company in dealings with government bodies and industry associations.

JOB QUALIFICATIONS

- Must be a Tanzanian citizen with strong knowledge of the local business culture.
- Bachelor's degree or higher in Business Administration, Marketing, Engineering, or a related field.
- Minimum 5 years of senior management experience in the bus or commercial vehicle industry.
- Proven success in team management and business development.
- Strategic planning and CRM systems proficiency.
- Fluent in both English and Swahili.
- Willing to travel locally and internationally.
- Strong understanding of Tanzania's transportation policies and market.
- Prior experience with competitors like Yutong, Zhongtong, Scania, or Volvo.
- Existing relationships with government institutions, public transport operators, or large-scale transportation enterprises.

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JOB VACANCY

GENERAL MANAGER



INDUSTRY: HOSPITALITY

HR World Ltd, on behalf of our client, we are looking for a General Manager who will be responsible for overseeing the overall operations of the hotel, ensuring exceptional guest experience, financial performance, and efficient management of all departments.

JOB RESPONSIBILITIES

- Provide strategic leadership and direction to ensure smooth daily hotel operations.
- Oversee and coordinate all departments including front office, house-keeping, food & beverage, sales & marketing, and maintenance.
- Develop and implement business strategies to drive revenue growth and profitability.
- Ensure consistent delivery of high-quality service and guest satisfaction.
- Manage budgets, forecasts, and financial performance to achieve set targets.
- Lead, mentor, and motivate staff to foster a culture of teamwork and excellence.
- Ensure compliance with brand standards, health, safety, and regulatory requirements.
- Build and maintain strong relationships with clients, suppliers, and key stakeholders.
- Drive initiatives for operational improvements, cost control, and market expansion.
- Oversee recruitment, training, and performance management of hotel staff.

JOB QUALIFICATIONS

- Bachelor's Degree in Hospitality Management, Business Administration, or a related field.
- Minimum of 8–10 years' proven experience in hotel management, with at least 5 years in a senior leadership role.
- Strong business acumen with a track record of driving revenue growth and operational efficiency.
- Excellent leadership, communication, and interpersonal skills.
- In-depth knowledge of hotel operations, hospitality systems, and market trends.

SUBMISSION

Before 05th October 2025

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HR World Ltd on behalf of our client in Renewable Energy Industry, We are looking for candidates to fill the following positions:

1. EXPANSION TECHNICIAN (TEMPORARY)

2. FIELD TECHNICIAN

3. REGIONAL ADMINISTRATOR

4. SITE VALIDATORS (TEMPORARY)

5. CONSTRUCTION TECHNICIAN (TEMPORARY)

6. CONSTRUCTION ENGINEER (TEMPORARY)

7. HUMAN RESOURCES OFFICER (TEMPORARY)

8. JUNIOR PROJECT COORDINATOR (TEMPORARY)

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