

Exciting career opportunity



Chief Commercial Officer

Our Client, an upcoming technology company in Tanzania, is looking for an experienced, creative, highly qualified strategic professional to fill the role of Chief Commercial Officer.

The ideal candidate will grow and develop the business and secure sustainable commercial partnerships that will deliver higher returns to shareholders and value to customers.

He/ She will report to the Managing Director.

Key roles and responsibilities

- Develop and execute a long-term commercial strategy that will deliver compelling growth in preparation for launch and sustainability
- Proactively identify commercial opportunities, develop commercial models and drive technology optimization to drive revenue and growth
- Lead the pursuit and development of all strategic tenders in the country
- Identify, build and leverage key partnerships with third parties
- Maintain up to date knowledge of the company's competitive positioning to drive effectiveness and gain competitive advantage
- Providing regular updates and reports to the executive team and board of directors regarding commercial performance, market trends, and strategic initiatives
- Lead, guide and oversee all the Commercial function activities which include Business Development, Sales, Products and Marketing

Academic/Professional Qualifications and Experience:

- A Bachelor's degree in Business Administration, Marketing, Sales or other related field
- A minimum of 8 -10 years in a commercial environment preferably in the telco, infrastructure or related industry
- Proven track record in managing B2B customers
- Strong business and technology acumen in the telecommunications industry
- Experience in negotiating with senior executives
- Experience in building and leading successful, efficient and dynamic teams in a high growth and high uncertainty environment

If your career aspirations match this exciting opportunity, please send your application to tz-fmrecruitment02@kpmg.co.tz quoting 'Chief Commercial Officer' by 20 December 2023. Tanzanian nationals are highly encouraged to apply.

Please note that only shortlisted candidates will be contacted.