

Exciting career opportunity



Managing Director

Our Client, an upcoming technology company in Tanzania, is looking for a highly motivated and enthusiastic candidate to fill the role of Managing Director.

Reporting to the Board of Directors, the role holder will establish, scale, and lead the company business by driving sales revenue, profitability, and operational excellence within the business with the intention of future monetization of the Company.

The ideal candidate will be responsible for overseeing all activities and driving clear accountabilities to ensure the Company produces the desired results and remains consistent with the overall strategy and mission. He/ She will also be responsible for developing the culture of the organization, leading change and team engagement.

Key roles and responsibilities

- Define and lead the implementation of the company strategy and manage the associated OPEX and CAPEX within budget
- End-to-end accountability for defining the commercial and business plan to be pursued as well as the P&L
- Lead the formation of a master service agreement supported by a business case for the company
- Navigate regulatory requirements and ensure adherence to all applicable regulatory guidelines and in-house policies
- Lead negotiation and management of wholesale contracts
- Ensure that all strategic partners deliver on the requirements of the organization, which will ultimately lead to the successful delivery of customer needs
- Build relationships and manage partnerships with telecom operators and internet service providers
- Establish an effective leadership team to lead and drive the organization to achieve strategic goals and objectives

- Coordinate finance, technical, legal, sales, regulatory, and HR functions towards the formation and running of the company
- Deliver operational efficiencies through process simplification and harmonization
- Lead the digitalization efforts for the company and manage the associated business transformation aspects
- Diagnose and resolve challenges associated with future technology evolutions and prepare the business to withstand the impact, i.e. preserve profitability

Academic/Professional Qualifications and Experience:

- A Bachelor's degree in Electrical Engineering or a related field. Individuals holding an MBA or similar management qualification will be at an advantage
- 10 years' relevant experience at senior management level in a telco or within the infrastructure or related Industry
- Well developed knowledge of the telecommunications market with experience in working with infrastructure businesses and customer management in B2B environments
- Highly skilled in managing critical stakeholders including regulatory authorities
- Strong leadership skills with demonstrable experience in successfully building and managing a teams through change

If your career aspirations match this exciting opportunity, Please send your application for your consideration to this email: tz-fmrecruitment02@kpmg.co.tz quoting 'Managing Director' by 20 December 2023.

Tanzanian nationals are highly encouraged to apply. Please note that only shortlisted candidates will be contacted.