



## EXTERNAL VACANCY

**Dear All,**

**Zantel** would like to announce the below vacancy internally to be filled by ambitious, energetic and performance driven Zantel Staff.

**JOB TITLE:** Account Manager

**REPORTING TO:** Broadband & Corporate Solutions Director

**NUMBER OF POSTS:** 1

**DUTY STATION:** Mwanza

**1. PURPOSE STATEMENT OF THE JOB:**

- Acquire and retain customers who fall within the Enterprise segment.

**2. KEY RESPONSIBILITIES:**

- Establish and maintain current client and potential client relationships.
- Develop and maintain a qualified sales pipeline.
- Seek out and target new customers and new profitable sales opportunities, initiate action plan to approach and secure new business for Zantel.
- Participate in marketing events such as seminars, trade shows and telemarketing events.
- Constructively handle (or supervise the handling of) all customer complaints related to your department.
- Prepare a variety of status reports, including activity, closings, follow-up and adherence to goals.
- Present and sell company products and services to current and potential clients.
- Prepare presentations, proposals and sales contracts.
- Other duties as assigned by supervisor.

### **3. TECHNICAL SKILLS/COMPETENCIES:**

- Management skills.
- Excellent communication skills.
- MS Office.
- Self motivated and energetic.
- Knowledge of Telecommunication Industry.

### **4. ELIGIBILITY CRITERIA:**

- University graduate
- Minimum of two years in relevant field
- Ability to work in a fast paced, high-tech, rapidly growing and exciting environment.
- Ability to respond to frequent pressure to meet deadlines when work speed and sustained accuracy are paramount.

### **MODE OF APPLICATION:**

Please submit your application consisting of:

Application letter, Curriculum vitae, copies of relevant training and professional certificates and full contact details of three referees who are in position and willing to vouch for your professional background.

The deadline for submission of application is **1<sup>st</sup> May 2011**.

Applications should be forwarded to: E-mail: [careers@zantel.co.tz](mailto:careers@zantel.co.tz) with subject: **Account Manager- Mwanza.**

**Please note:** No hard copies will be accepted, applicants are encouraged to send their application online using the above email address: