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We're Hiring!

ACCOUNT DEVELOPER

6 Positions: Dar es Salaam, Mtwara
& Tundiani Morogoro

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Closing date for all applications:
1st February 2026



Coca-Cola

Beverages Africa
Tanzania

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ACCOUNT DEVELOPER

Coca-Cola Beverages Africa (CCBA) is the largest African Coca-Cola Bottler, accounting for 40% of all Coca-Cola volumes on the continent. Coca-Cola Kwanza is a subsidiary of CCBA, and we are currently seeking to recruit an **Account Developer**.

As an Account Developer, you will report directly to the **Area Sales Manager**.

KEY PURPOSE STATEMENT

The Account Developer is responsible for driving sales growth, executing trade standards, and building strong customer relationships within the assigned territory or channel.

KEY OUTPUTS AND ACCOUNTABILITIES

- 1. Achieve Sales Targets and Grow Market Share;** consistently meet and exceed sales targets while expanding the outlet base.
- 2. Generate Orders and Drive Core Pack Sell-In;** ensuring accurate order capture and maximizing every sales opportunity.
- 3. Execute Trade Standards with Excellence** in every outlet following all trade standards ensuring consistency and quality.
- 4. Execute promotional plans** effectively, manage trade replacements, and guarantee proper stock rotation to uphold quality standards.
- 5. Build Strong Customer Relationships** and resolve issues promptly.
- 6. Identify and capitalize on new business opportunities,** actively grow the outlet base, and counter competitor activity to increase market penetration.

QUALIFICATIONS, EXPERIENCE, COMPETENCIES

Minimum Qualification

- Degree in Business, Sales, Marketing, or related field.

Experience

- Minimum experience of 2 years in sales or FMCG experience.

Competencies

- Passionate brand ambassador with execution excellence.
- Strong negotiation and customer relationship skills.
- Energetic, mobile, and results oriented.
- Knowledge of execution standards and trade mathematics.
- Digitally competent with ability to use sales tools and platforms.

*Persons with Disability are encouraged to apply

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