



Mixx is hiring

Commercial Manager



University degree, preferably in products management, marketing, communication, engineering and business administration.



A minimum of 3+ years of marketing, brand, business management or franchise management experience are required.



Dar Es Salaam

Core responsibilities

- Achieve annual revenue targets from business organizations by developing and implementing initiatives that drive fund collection and disbursement through Mixx by Yas.
- Plan, execute, and monitor promotional activities to ensure effective engagement and revenue growth from connected business organizations.
- Manage and enhance the business/corporate product portfolio, including planning and launching new products and integrations on Mixx by Yas platforms.
- Contribute to business case development, product innovation, and CAPEX management to support new product delivery and annual revenue goals.
- Prepare financial and performance reports on all MFS products and lead studies to understand corporate clients' usage behavior.
- Build and manage strategic partnerships and alliances to expand the MFS business and ensure compliance with legal and regulatory frameworks.
- Collaborate with IT, Finance, and Compliance teams to improve platform functionality, ensure proper settlement of transactions, and maintain robust internal controls.
- Support corporate marketing efforts and promotional events to strengthen relationships and brand visibility among business clients.
- Manage relationships with key decision-makers in business organizations to enhance engagement, resolve issues, and promote continued use of Mixx by Yas services.
- Oversee product portfolio management activities, including service updates, menu modifications, and system testing to ensure quality and relevance.
- Drive customer retention within the corporate sector by providing tailored solutions and acting as the central contact for all sales and service matters.
- Maintain accurate and timely corporate customer data in Mixx by Yas systems to ensure efficient account management and service delivery.

Core Competencies

- Ability to engage in effective and persuasive negotiations and strong interpersonal and communication skills.
- Ability to work under pressure and time constraints
- Ability to work effectively with a wide range of cultures in a diverse community.
- Mature ability to work collaboratively with management teams throughout the organization and to be seen as a valuable expert resource to be sought out.
- Ability to achieve results through others.
- Set and manage priorities

At Mixx, we believe that diversity is a source of strength. When candidates have equal skills, we encourage female applicants and actively work to create a fair, inclusive and stimulating professional environment for everyone.

Joining Mixx by Yas means becoming part of a fintech company belonging to the AXIAN Group, a pan-African player operating in five African countries. You will be working in a fast-growing fintech company driven by a culture of innovation, agility and impact. Our young, passionate and ambitious teams are shaping the financial services of tomorrow every day.

If this description corresponds to you, grow with us by applying before February 3, 2026

APPLY HERE