



## 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**