

## NEW VACANCY

Let's grow together, become our

### SALES AREA MANAGER (8 POSITIONS)



Bachelor Degree in Business Administration, Marketing or related field



4 years experience in Sales, Marketing, Business Administration or other related field



#### CORE RESPONSIBILITIES

- Ensure correct implementation of sales and marketing strategies
- Attend customer requirements of points of sales and distributors
- Provide training and coaching to sales teams
- Review and analyse weekly sales of areas and assigned distributors by region
- Push the adoption of Promo for Channels
- Coordinate monthly sales review sessions
- Support MFS initiatives in the territory
- Contribute check on the branding campaign execution

#### COMPETENCES

- Ability to engage effective and persuasive negotiations with 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 the 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.

*""We are committed to equal employment opportunities and unbiased treatment of all individuals in all employment practices". Only shortlisted applicants will be contacted".*

*« Female candidates are encouraged to apply »*

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## NEW VACANCY

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### DATA PIPELINE MANAGER



Bachelor Degree in Computer Science, ICT, Engineering or any related field, Master's Degree is an added advantage



Minimum of 5+ years in data engineering or software development, with at least 3 years focused on building production-grade data pipelines.



#### CORE RESPONSIBILITIES

- Design and maintain pipelines by creating an agile environment that will ensure scalability while monitoring performance and failures preventions.
- Evaluate new technologies, infrastructure and tools to improve data processing and analysis capabilities.
- Modernise systems and workflows to enhance data organisational efficiency and resilience.
- Coordinate, schedule, and monitor complex workflows in data pipelines.
- Oversee the selection and optimization of data processing tools and cloud infrastructure to balance performance.

#### COMPETENCES

- Programming Proficiency: Expert-level knowledge of Python or Java/Scala, alongside advanced SQL skills for complex querying and performance tuning.
- Handling large-scale, multi-source data experience on the cloud or multi-platforms sources
- Cloud Expertise: Hands-on experience with major cloud platforms & their respective data services.

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### HEAD OF DATA TRANSFORMATION & ARCHITECTURE



Bachelor Degree in Computer Science, ICT, Engineering or any related field, Master's Degree is an added advantage



Minimum 7 in Analytics engineering, business intelligence, or data warehousing, with a focus on post-load data manipulation.



#### CORE RESPONSIBILITIES

- Design and implement complex data systems and architectures that support the storage, processing, and analysis of large volumes of data.
- Enforce best practices for data management, data security, and compliance with relevant regulations
- Collaborate with business stakeholders to understand their data needs and requirements for the entire Organization.
- Lead optimization of data platforms to ensure scalability, reliability, cost efficiency, and near real-time data availability for critical use cases

#### COMPETENCES

- Technical Proficiency: - Expert-level SQL skills with the ability to write, optimize, and debug complex queries for large-scale datasets.
- Leadership Experience: - Proven track record (2+ years) of managing technical teams or leading data modelling initiatives in a fast-paced environment.
- Modelling Expertise: - Deep understanding of data modelling concepts, including Star Schema, Snowflake Schema, and normalization/denormalization techniques.

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Bachelor Degree in Computer Science, ICT, Engineering or any related field, Master's Degree is an added advantage



Minimum of 5+ years in data engineering or software development, with at least 3 years focused on building production-grade data pipelines.



#### CORE RESPONSIBILITIES

- Design and maintain pipelines by creating an agile environment that will ensure scalability while monitoring performance and failures preventions.
- Evaluate new technologies, infrastructure and tools to improve data processing and analysis capabilities.
- Modernise systems and workflows to enhance data organisational efficiency and resilience.
- Coordinate, schedule, and monitor complex workflows in data pipelines.
- Support data product delivery by ensuring reliable and reusable data pipelines.
- Implement rigorous automated testing, data quality checks, validation frameworks, and monitoring alerts to ensure high data integrity and availability.
- Oversee the selection and optimization of data processing tools and cloud infrastructure to balance performance.

#### COMPETENCES

- Programming Proficiency: Expert-level knowledge of Python or Java/Scala, alongside advanced SQL skills for complex querying and performance tuning.
- Handling large-scale, multi-source data experience on the cloud or multi-platforms sources
- Cloud Expertise: Hands-on experience with major cloud platforms (AWS, Google Cloud Platform, or Azure) and their respective data services.
- Architectural Knowledge: Deep understanding of distributed computing principles, data modelling techniques and data warehouse architecture.

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### TRADE MARKETINGMANAGER



University degree in Business Administration/management, MBA or Master's Degree is an added advantage



Minimum 5 years work experience (with at least 3 years in Leadership role or managing teams) in



#### CORE RESPONSIBILITIES

- To develop and execute trade-focused campaigns to enhance sales, brand visibility and drive product availability.
- To implement branding requirements for WAKALA and POS locations as per brand guidelines
- To drive product demand and sales growth within specific trade channels through targeted marketing strategies.
- To monitor and ensure all marketing campaigns are launched on schedule and are effectively broadcasted ("On Air").
- To lead efforts to achieve Below the Line (BTL) sponsorship objectives, contributing significantly to the realization of the marketing cycle plan

#### COMPETENCES

- People management, excellent planning and communication skills.
- Independent and with good work attitude with high level of integrity.
- Ability to engage effective and persuasive negotiations with 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
- Set and manage priorities.

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## ENGINE ROOM MANAGER



University Degree in Data Science, Statistics, Economics, Engineering, or related field



5-8+ years of experience in data analytics, business analytics, or commercial analytics



### CORE RESPONSIBILITIES

- To own and manage the Data & Analytics engine supporting Sales, ensuring a single source of truth for all KPIs.
- To provide structured analysis on performance across all sales functions to ensure business visibility at all levels
- To ensure clear business visibility across all levels (Country, Regions, Areas, and all channels).
- To ensure data quality, consistency, and governance across all reporting outputs.

### COMPETENCES

- Strong experience in SQL, data modelling, and handling large datasets
- Experience with data visualization tools (Power BI preferred).
- Strong analytical and problem-solving skills
- Experience in performance tracking, reporting, and forecasting

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