



JOB TITLE: CATEGORY MANAGER - NON SHOP

Country: Tanzania

City: DAR ES SALAAM

Workplace location: DAR ES SALAAM-HAILE SELASSIE RD(TZA)

Employer company: TotalEnergies Marketing Tanzania Limited

Domain: General Services, Sales

Type of contract: Regular position

Experience: Minimum 3 years

Context & Environment

The SFS revenue is becoming a major source for improving the Network's results.

Highly competitive environment –Increasing activity by the other Marketers and other parallel markets.

The strategic partnership business is an important source of income as well as a way to create customer satisfaction and loyalty.

The job is situated at the Head Office with regular visits to customer location for the purpose of initiating new business proposal or enhancing relationships with existing ones

Activities

Working closely with the SFS Manager, in collaboration with the SFS team (field merchandiser & Retail Territory Managers, the Category Manager prospects and oversees all projects in his/her category to optimize turnover, rent and margins and ensures the observance of the HSEQ, and SFS policy and standards

He /She is responsible for defining the strategy on short, medium and long term of his/her category

- In close coordination with the field team, ensure that HSEQ & HACCP norms and regulations are fully adhered to and implemented by all partners
- Participate in investigations following incidents (consumer complaints, and audits)
- Development of business proposals and plans for introduction of concepts and services and innovations in line with defined strategy.
- To improve results by analyzing sales performance, margins & revenues (with the SFS data analyst)
- Follow-up on all turnovers from services and calculate /verify monthly turnover-based rent for accuracy
- Defines and disseminates promotional communication to Dealers and TMs in liaison with the SFS Manager.
- Implements the annual promotional calendar as agreed with 3rd parties and dealers and Analyses promotions effectiveness and impact on sales
- Follow up on all maintenance related issues and in liaison with the technical team negotiate maintenance contracts for the equipment
- To be in support of Technical Department for the layout and plans of TQAS & Bays concepts.
- Third Party management: Manage the relationship with all third parties (Banks, Insurance companies etc.) Responsible for actualizing the budget objectives in form of commission or fees from partners / dealers
- Responsible for enforcing the agreed operating terms as per the agreement between the partner and the company.
- Raise invoices in relation to third parties as per invoicing schedule & ensure that invoices raised are paid as per agreed terms
- Manage and expand the business scope of existing partners by proposing additional site
- Analysis of category performance and implements the required remedial measures to improve performance

Candidate Profile

- a. Bachelor's degree (minimum)
- b. At least 3 years relevant experience in a FMCG environment or Hospitality Industry with knowledge of the Network
- c. Good Overall Marketing + Sales Knowledge, basic knowledge of accounting.
- d. Working knowledge of computer applications like; Excel Spreadsheets, MS Word, Power point
- e. Innovative, Creative and eye for detail. Good interpersonal and strong negotiation skills.

Additional Information

Application deadline: 28.05.2026

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