

JOB OPPORTUNITY: INTERNAL & EXTERNAL | 5TH OCTOBER 2026

WE ARE HIRING

Sales Manager

Reporting to: Regional Sales Manager | **Location:** Mbeya Plant

Join SBC Tanzania Limited, a leading beverage company engaged in the manufacturing, distribution and sales of PepsiCo brands across Tanzania, and be part of a dynamic team driving operational excellence at our Mbeya Plant. We want you on the journey.

Lead the Sales Team	Hit Targets & Growth	Win Customers & Deals	Analyse & Control
Lead sales team meetings, run training sessions and drive effective performance management.	Manage sales target attainment, pipelines, forecasting and monthly sales growth.	Support deal negotiations and customer relationships, and keep all brands available in the market.	Analyse performance data, refine sales processes, manage the sales budget and monitor cooler productivity.
ENTRY REQUIREMENTS Degree or Master's in Business Administration, Marketing or a related field.		EXPERIENCE Four years' experience in a related field.	

IF YOU HAVE THESE SKILL SETS, YOU COULD BE THE RIGHT FIT

Leadership and team management • Data analysis and forecasting • Sales expertise and product knowledge • Customer focus • Problem solving • Strategy, budgeting, evaluation and reporting • Collaboration and business awareness

"No Noise, Just Execution."

APPLY NOW

Send your application documents in a single PDF file to the Human Resource Department, SBC Tanzania Limited, through email:

sbc-recruitment@sbc.co.tz

Indicate the position title in the subject line. **Deadline:** seven (7) days from the date of this advertisement.

Disclaimer Notice to all job applicants: By applying to this job, you consent to SBC Tanzania Ltd collecting and handling/processing your personal data for recruitment purposes, HR Administration (within or cross-border), audit, compliance, vendor, and supplier management, insurance, and regulatory purposes, in accordance with PDPA 2022. This advertisement is for recruitment purposes only and does not constitute an offer of employment. Only shortlisted candidates will be contacted. The organization reserves the right to verify information provided and to withdraw or amend the advertisement without prior notice. Applicants have rights in relation to their personal data, to access or request deletion of their personal data by contacting the Recruitment Manager as displayed on the advertisement. SBC Tanzania Limited is an equal opportunity employer and this position is open to all.

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WE ARE HIRING

Area Sales Manager

Reporting to: General Manager | **Location:** Arusha Plant

Join SBC Tanzania Limited, a leading beverage company engaged in the manufacturing, distribution and sales of PepsiCo brands across Tanzania, and be part of a dynamic team driving operational excellence at our Arusha Plant. We want you on the journey.

Plan & Coach the Team	Hit Volume Targets	Serve & Grow Customers	Reports & Control
Plan the day, run MDR & CR briefings and route ride to supervise and coach CRs.	Achieve daily, weekly and monthly volume targets for your assigned area.	Resolve complaints at once, ensure signed Retailer Cards and find spots for new coolers and push carts.	Sign DSS for Finance, check next-day load-out proposals and submit weekly and monthly reports.
ENTRY REQUIREMENTS Bachelor's degree in Business Administration or a related field.		EXPERIENCE At least 3 years' experience in similar responsibilities.	

HOW SUCCESS IS MEASURED

No customer complaints • Business volume • New customers • Correct and timely sales reports • Availability of all brands • Cooler replacement

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JOB OPPORTUNITY: INTERNAL & EXTERNAL | 5TH OCTOBER 2026

WE ARE HIRING

Senior Maintenance Engineer

Reporting to: Bottling Manager | **Location:** Mbeya Plant

Join SBC Tanzania Limited, a leading beverage company engaged in the manufacturing, distribution and sales of PepsiCo brands across Tanzania, and be part of a dynamic team driving operational excellence at our Mbeya Plant. We want you on the journey.

Preventive Maintenance	Minimise Downtime	Spare Parts Control	Safety & Team Training
Create, plan and implement all planned preventive maintenance and review plant and machinery systems.	Seek remedies proactively and work with Production so repairs cause minimal disruption.	Manage storage and ordering of spare parts, and report inventory discrepancies.	Maintain safe systems of work, handle housekeeping and organise training for engineering staff.
ENTRY REQUIREMENTS Degree in Mechanical Engineering or a related field.		EXPERIENCE Six years' experience in a related field.	

IF YOU HAVE THESE SKILL SETS, YOU COULD BE THE RIGHT FIT

Advanced troubleshooting skills • Predictive maintenance • Safety and compliance • Training and supervision

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JOB OPPORTUNITY: INTERNAL & EXTERNAL | 3RD OCTOBER 2026

WE ARE HIRING

CR Cum Driver

Location: Mbeya Plant | Open Positions: 5

Join SBC Tanzania Limited, a leading beverage company engaged in the manufacturing, distribution and sales of PepsiCo brands across Tanzania, and be part of a dynamic team driving operational excellence at our Mbeya Plant. We want you on the journey.

Drive & Maintain Vehicles	Hit Sales Targets	Serve & Grow Accounts	Cash & Stock Accuracy
Drive and maintain company vehicles properly and report any vehicle damage immediately.	Deliver monthly sales volume in your area and open new accounts to grow sales.	Service all accounts regularly, improve distribution and availability, and use promotion material.	Zero cash, fulls or empties shortages, and accurate daily sales reports.

ENTRY REQUIREMENT

Certificate or Diploma in Business Administration or a related field, and holder of a class C or E driving license from a recognized institute.

REQUIRED WORKING EXPERIENCE

At least 2 years' experience in a related field.

HOW SUCCESS IS MEASURED

Proper driving of company car • Monthly sales volume • Timely reporting of vehicle damages • No cash, fulls or empties shortage • Accurate daily sales report • Growth in new customers

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JOB OPPORTUNITY: INTERNAL & EXTERNAL | 4TH OCTOBER 2026

WE ARE HIRING

Senior Accountant

Reporting to: Finance Manager | **Location:** Mbeya Plant

Join SBC Tanzania Limited, a leading beverage company engaged in the manufacturing, distribution and sales of PepsiCo brands across Tanzania, and be part of a dynamic team driving operational excellence at our Mbeya Plant. We want you on the journey.

Reporting & Analysis	Cost Accounting	Close on Time	Tax, Compliance & Audit
Prepare finance reporting and analysis, and improve finance processes.	Check daily material movement and sales reports for accuracy before posting to the books of accounts.	Keep GL accounts updated daily and lead daily, weekly, monthly and year-end closing by the 4th/5th.	Maintain tax compliance, run variance analysis and support audits.

MINIMUM QUALIFICATION

Degree or Master's in Accounting, Finance, Business Administration or a related field.

EXPERIENCE & CERTIFICATION

At least three years' experience. Holder of CPA Modules.

IF YOU HAVE THESE SKILL SETS, YOU COULD BE THE RIGHT FIT

Advanced Cost Accounting • Advanced proficiency in Tier-1 systems and tools • Analytical & business acumen • Leadership and collaboration: cross-functional communication, mentorship

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WE ARE HIRING

Warehouse Manager

Scope: HO warehouses operations

Join SBC Tanzania Limited, a leading beverage company engaged in the manufacturing, distribution and sales of PepsiCo brands across Tanzania, and be part of a dynamic team driving operational excellence across our warehouses and primary transportation. We want you on the journey.

Run Warehouse Operations	Protect & Count Inventory	Maintain the agreed Inventory days cover	Lead Teams & Build SOPs
Oversee all HO warehouses to PepsiCo standards: bin cards, FEFO and housekeeping.	Control expiries, shortages, damages and pilferages; run cycle counts and handle audit queries.	Track the pending orders with Various Vendors and placement of orders well in time to main the proper days covers.	Train and rotate staff, set clear accountabilities and design SOPs for each warehouse.
VENDORS & GIT Arrange direct movement from vendor plants to SBC Plants to cut multiple handling, and clear GIT on time.		INVENTORY & GLASS Review inventory levels for re-ordering and cover days. Flag dead and slow-moving stock to the concerned departments, and reconcile glass with Kioo on time.	

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JOB OPPORTUNITY: INTERNAL & EXTERNAL | 1ST OCTOBER 2026

WE ARE HIRING

Yard & Stores Manager

Reporting to: General Manager | **Location:** Mwanza Plant

Join SBC Tanzania Limited, a leading beverage company engaged in the manufacturing, distribution and sales of PepsiCo brands across Tanzania, and be part of a dynamic team driving operational excellence at our Mwanza Plant. We want you on the journey.

Lead Yard & Stores Operations	Control Stock & Budget	Lead & Develop Teams	Safety & Compliance
Plan shift manpower, yard and warehouse space, and forklift deployment.	Verify and reconcile stocks, report variances and manage the annual budget.	Support recruitment, set priorities, and drive training and performance.	Enforce OSHA, SOPs and SBC policy with accurate incident reporting.

MINIMUM QUALIFICATION

Degree or Master's Degree in Stores Management or a related field.

EXPERIENCE & REGISTRATION

At least 6 years' working experience in similar responsibilities. Must be registered with NBMM in the category of Approved Supplies Officer and hold CSP.

HOW SUCCESS IS MEASURED

Timely loading & offloading • Accurate documentation & reports • Tidy yard & stores • Strong team & budget management

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