

Business Development Manager – Tanzania

Deadline:
25-10-2026

Purpose of the Job

The Business Development Manager – Tanzania is responsible for driving business growth, increasing market share, developing new customer relationships and expanding the company's presence in the Tanzanian market. The role focuses on identifying new business opportunities, developing strategic partnerships, strengthening existing customer relationships and achieving agreed revenue and profitability targets. The position works closely with Sales, Operations, Finance and other relevant departments to develop competitive solutions, ensure effective service delivery, maintain customer satisfaction and support the company's overall commercial objectives.

Contact person:
Julieth Saro

Location:
Scan Global Logistics Tanzania
Limited / Bandari Street, Dar es
Salaam

Duties and Responsibilities

1. Develop and implement business development strategies to grow the company's market presence, revenue and profitability.
2. Identify, pursue and convert new business opportunities through market research, prospecting, networking and lead generation.
3. Develop and maintain strong relationships with existing customers, prospective clients, strategic partners and key industry stakeholders.
4. Achieve agreed sales, revenue, gross profit and customer acquisition targets through effective sales planning and execution.
5. Prepare and present commercial proposals, quotations, tenders and service solutions tailored to customer requirements.
6. Negotiate pricing, contracts and commercial terms within approved company guidelines to secure profitable business.
7. Monitor market trends, competitor activities and customer need to identify growth opportunities and maintain a competitive advantage.
8. Maintain an accurate sales pipeline and CRM records, and prepare regular sales forecasts, performance reports and business development updates.
9. Collaborate with Operations, Finance and other departments to ensure service feasibility, accurate costing, profitability and effective customer delivery.
10. Identify opportunities to grow existing accounts through cross-selling, up-selling and tailored service solutions while maintaining customer satisfaction and retention.
11. Represent the company at customer meetings, industry events and networking forums, and build strategic partnerships to support business growth.
12. Ensure compliance with company policies, approved commercial procedures, contractual obligations and applicable Tanzanian laws and regulations, escalating significant commercial risks and customer issues to management.

Knowledge and Skills Required

1. Bachelor's degree in Business Administration, Marketing, Sales, Logistics, Supply Chain Management or a related field.
2. Minimum 5 years' relevant experience in business development, sales or key account management, preferably in logistics, freight forwarding, shipping or supply chain services.
3. Proven ability to identify and secure new business, manage customer relationships, negotiate commercial terms and achieve sales, revenue and profitability targets.
4. Good understanding of the Tanzanian business environment, market dynamics, customer needs, pricing strategies and commercial profitability.
5. Strong analytical, planning and problem-solving skills, including sales pipeline management, forecasting and performance reporting.

6. Excellent communication and presentation skills in English and Kiswahili, with the ability to engage effectively with customers and key stakeholders.
7. Proficiency in Microsoft Office and CRM systems, with high integrity, initiative and a results-oriented approach.
8. Willingness to travel within Tanzania; knowledge of relevant local regulatory and industry compliance requirements is an added advantage.