



## Job Posting: Tanzania Sales Executive

BURN designs, manufactures, and distributes aspirational fuel-efficient cooking products that save lives and forests in the developing world. BURN has revolutionized the global cookstove sector by proving the business case for selling a high quality, locally manufactured and unsubsidized cookstoves. Since 2013, BURN has sold 250,000+ high quality, locally manufactured and unsubsidized jikokoas™ stoves in East Africa. These stoves have helped 1,000,000+ beneficiaries save \$42 million in fuel expenditures and 726,221 tons of wood while reducing indoor air pollution by 65%. BURN currently sells ~10,000 stoves per month and intend to double sales by the end of 2017.

### Roles and responsibilities:

- Strategy: Implement the country's Sales and distribution strategy.
- Business Development: Find & develop new sales channels and wholesale clients. Close deals.
- Client Relationship Management: strengthen existing/new client relationship, help clients grow sales, assist clients on developing a sales and distribution strategy for rapid growth.
- Distribution: Develop our distribution strategy for products to wholesale clients and end consumers.
- Sales Management: Hire, Manage, and report on 20 person Sales and Activation Team throughout TZ
- Marketing: Working with our VP of Sales and Marketing to develop innovative marketing campaigns that drive sales through retail, MFI, distributors, corporate channels, and direct sales to end consumers.
- Forecasting & Budgeting: Assist in sales forecasting; develop and track the budget for country sales and marketing.
- Reporting: Produce monthly reports for the senior management team and Board of Directors highlighting trends, marketing effectiveness, and opportunities for growth.
- New Product Development: Advise the product design team with respect to new product development and market needs and wants.
- Market Research: Help our market research team conduct local market research and implement market research into marketing campaigns and sales results

### Desired Experience:

- 4 years sales and marketing experience, preferably in FMCG or Consumer Durable Goods in TZ.
- An extensive network of TZ business contacts for Sales and Marketing.
- Strong oral and written communication skills, Swahili and English fluency mandatory.
- High level of comfort working with business clients.
- Enthusiasm, creativity, and a desire to 'sell for good'.
- Experience managing sales teams. Salary is commensurate with experience
- Business travel, accommodation, and stipend are provided.

Desired start date: Flexible, but ideally over the next couple of months.

Send any applications to [recruitment.kenya@burnmfg.com](mailto:recruitment.kenya@burnmfg.com)