

For more information: Toll Free 0800 785 555



## Responsibilities

- · Managing resources to deliver the offer in alignment with company strategy
- · Ensuring profitable customer intake (mass market and corporate)
- · Optimizing and innovating the distribution process
- · Developing team skills and ensuring the transfer knowledge
- · Attain sales objectives as per set targets.
- Attain distribution objectives for both wallet and AzamPesa KPIs as per set targets
- Coordinate direct sales team in order to achieve objectives by applying approved procedures.
- · Monthly performance reviews of Azampesa sales across regional and zones.
- · Develop and coordinate supporting field teams
- · Oversee product feedback by marketing activities and competitors' activities
- Develop promotions, campaigns and manage the projects to launch into the live environment together with stakeholders.
- · Developed Strong competitor footprint in area of operation

#### Knowledge & Skills

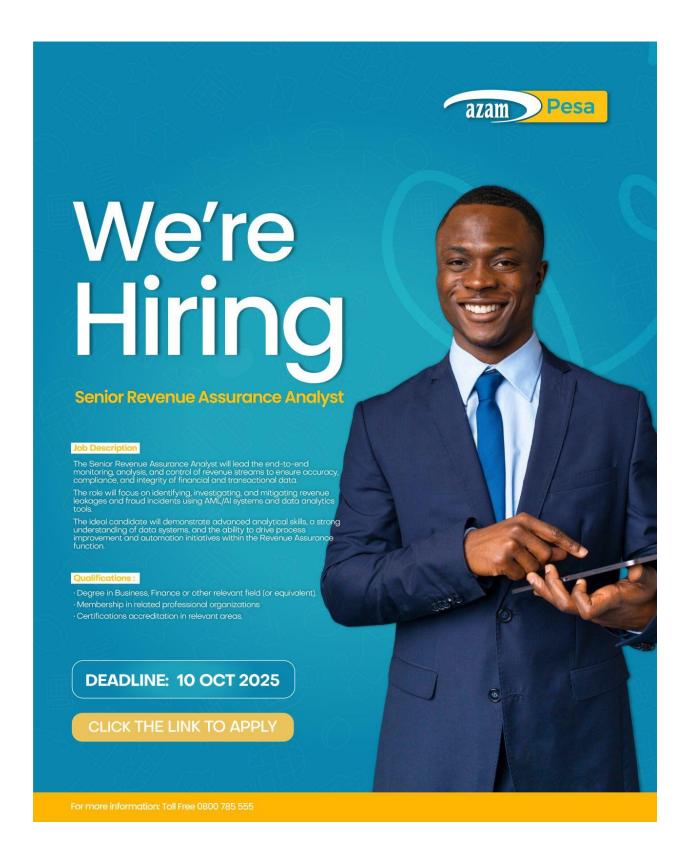
- · Wider understanding of building and scaling an effective ground sales operation in Tanzania
- · Proven strong interpersonal and stakeholders' management skills
- · Proven ability of analysis and reporting.
- · Knowledge of mobile money not required but is a plus.
- · Strong Microsoft Office skills
- · Strong communication, presentation, and negotiation skills.
- · Ability to work with all levels of company staff
- · High levels of honesty, integrity, and reliability.

### **Behavioural Skills**

- · Self-starter with experience and desire to acquire new business
- · Must be self-driven, energetic, resourceful, creative, and possess strong leadership Skills.
- · Ability to project a strong, positive image of him/herself and the Company.

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## Responsibilities

- · Oversee daily monitoring and validation of transactional and financial data across multiple platforms and systems.
- Lead the analysis and investigation of Red Flag Indicators (RFIs) generated from the AML/AI system (e.g., IntelleWings) and escalate confirmed suspicious cases.
- Conduct root cause analysis on revenue leakages, propose corrective actions and follow up on remediation plans.
- Design and implement controls and automated checks to prevent unauthorized activities and minimize revenue loss.
- Prepare, review, and present daily, weekly, and monthly Revenue Assurance reports and dashboards for management decision-making.
- · Coordinate system reconciliations, audits, and risk reviews related to revenue and customer activities.
- Support system integration testing and data validation during product launches or system changes to ensure revenue assurance readiness.
- · Collaborate with cross-functional teams (Finance, Operations, Compliance, IT) to ensure end-to-end revenue protection and data integrity.
- · Mentor junior analysts, provide technical guidance, and support capacity-building within the RA team.
- · Maintain comprehensive documentation of all RA processes, controls, and case investigations.

### Knowledge & Skills

- Minimum 5 years of experience in revenue assurance, internal audit, financial control or risk management.
- · At least 3 years in a senior role in a high-volume transaction environment (e.g., telecom, intech, banking, payments).
- · Proven experience managing data reconciliations, financial systems, and audit engagements
- Expertise in billing systems, ERP (SAP/Oracle/Sage), data reconciliation tools, and BI platforms (Power BI/Tableau).
- · Strong understanding of accounting principles, revenue recognition, and financial reporting standards (IFRS/GAAP).
- $\cdot$  Familiarity with automation, RPA, and analytics for revenue assurance is a plus

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