

A central graphic featuring two blue megaphones flanking a dark blue banner with a gold border. The banner contains the text 'WE'RE' in a small white box, 'HIRING' in large yellow letters, and 'SALES ACCOUNT MANAGER' in a white box below it.

# WE'RE HIRING SALES ACCOUNT MANAGER

## Responsibilities

- Sell IT products and manage proposals, tenders, and key accounts.
- Maintain client relationships and serve as the main point of contact for customers.
- Negotiate and close deals; ensure timely solution delivery.
- Grow business within existing accounts; generate new leads.
- Forecast sales and report on performance.
- Work with the sales team to grow opportunities and resolve issues.
- Take part in training, development, and certifications.

## Requirements

- Bachelor's degree in Computer Science, IT, or a related field.
- Proven experience in selling IT solutions and managing client accounts.
- Strong sales, communication, and customer service skills.
- Excellent negotiation, problem-solving, and critical thinking abilities.
- Ability to work under pressure and consistently meet goals.

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A graphic featuring two megaphones flanking a central banner. The banner has a dark blue background with a yellow border and contains the text 'WE'RE HIRING NETWORK ENGINEER' in white and yellow.

# WE'RE HIRING NETWORK ENGINEER

## Responsibilities

- Lead the setup and implementation of network infrastructure projects.
- Provide advanced support to clients, monitor network performance and proactively resolve problems.
- Guide and mentor interns and junior engineers, assign training sessions and provide feedback.
- Implement and enforce network security protocols to protect organizational data and systems.
- Maintain comprehensive documentation of network configurations.

## Requirements

- Degree or Advanced Diploma in Information Systems or related IT field.
- Valid CCNA certification (required).
- 1+ year in network support and incident resolution (preferably within a service provider).
- Experience configuring and troubleshooting routers, switches, and firewalls.

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A graphic banner with a dark blue background and a yellow border. It features two megaphones on either side of a central text area. The text 'WE'RE' is in a small blue box, 'HIRING' is in large yellow letters, and 'CUSTOMER SUCCESS EXECUTIVE INTERN' is in a blue box below.

# WE'RE HIRING CUSTOMER SUCCESS EXECUTIVE INTERN

## Responsibilities

- Process software license orders, track renewals and send timely reminders (90/60/30 days).
- Prepare monthly reports on renewals, pending actions, and at-risk accounts.
- Analyze non-renewal risks, customer engagement, and product usage.
- Conduct solution health checks and communicate product value.
- Schedule customer visits to gather feedback and identify improvement areas.
- Identify upsell/cross-sell opportunities and share with account teams.
- Collect and submit accurate end-user details for order processing.
- Ensure successful installation and activation through follow-ups.
- Provide basic technical support or escalate to relevant teams.
- Maintain accurate records of orders, communications, and timelines.

## Requirements

- Pursuing or recently completed a degree in IT, Business IT, or related field.
- Strong computer literacy and familiarity with cloud portals and digital tools.
- Customer-focused with a willingness to learn and multitask.
- Able to travel for occasional client visits.
- Basic understanding of software licensing and IT support services.

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A graphic banner with a dark blue background and a yellow border. It features two megaphones at the top, one on each side. In the center, the text 'WE'RE' is in white on a dark blue background, and 'HIRING' is in large, bold, yellow letters on a dark blue background. Below this, the text 'TECHNICAL SALES EXECUTIVE - BANKING/FINANCE' is in white on a dark blue background.

# WE'RE HIRING

TECHNICAL SALES EXECUTIVE - BANKING/FINANCE

## Responsibilities

- Manage assigned solution portfolios (e.g., cloud, cybersecurity, infrastructure, analytics).
- Conduct demos, POCs, and trials for prospective clients.
- Present technical and business value to both technical and non-technical stakeholders.
- Engage clients to understand their environment, goals, and compliance needs.
- Design tailored solutions based on business and technical requirements.
- Provide pre-sales support, including RFP/RFQ responses and compliance documentation.
- Identify risks or deployment challenges early and propose alternatives.
- Act as a trusted technical advisor with ongoing client engagement.
- Collaborate with internal teams to ensure seamless solution delivery.
- Maintain accurate records of designs, proposals, and client communications.

## Requirements

- Bachelor's degree in Banking & Finance, Accounting, or Business Information Systems.
- Understanding of core banking systems, financial operations, and the ability to translate technology into industry-specific value.
- Prior experience in selling or implementing fintech or ERP solutions is an added advantage.

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A graphic banner with a dark blue background and a yellow border. It features two megaphones on either side of the text. The text is arranged in three parts: 'WE'RE' in a small blue box, 'HIRING' in large yellow letters on a dark blue banner, and 'TECHNICAL SALES EXECUTIVE - IT' in a white box at the bottom.

# WE'RE HIRING TECHNICAL SALES EXECUTIVE - IT

## Responsibilities

- Manage assigned solution portfolios (e.g., cloud, cybersecurity, infrastructure, analytics).
- Conduct demos, POCs, and trials for prospective clients.
- Present technical and business value to both technical and non-technical stakeholders.
- Engage clients to understand their environment, goals, and compliance needs.
- Design tailored solutions based on business and technical requirements.
- Provide pre-sales support, including RFP/RFQ responses and compliance documentation.
- Identify risks or deployment challenges early and propose alternatives.
- Act as a trusted technical advisor with ongoing client engagement.
- Collaborate with internal teams to ensure seamless solution delivery.
- Maintain accurate records of designs, proposals, and client communications.

## Requirements

- Bachelor's in IT/Computer Science/Engineering.
- 2+ years in tech sales or pre-sales.
- Knowledge of Microsoft 365, Azure, VMware, Veeam, Networking, etc.
- Strong presentation & solution design skills.

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