

AQUA-FARMS ORGANIZATION

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3rd March 2023

Job Title: Sales and Relationship Manager at Susblue shop

Reports to: Project Lead

Location: Zanzibar, Tanzania

Duration: 1 year contract (Subject to renewal)

Background

Aqua-Farms Organization existed since 2016 and was legally registered in July 2017 under NGO Act No. 24 of 2002 of the United Republic of Tanzania with 13 founding members who came together with the aim of ensuring development and food security is achieved through environmentally friendly aquaculture and rebuild-ed fisheries. Moreover, AFO has committed to contribute to the achievement of the sustainable development goals (SDGs) number 1. No Poverty, 2. Zero Hunger, 3. Good Health and Well-being, 13. Climate Action and 14. Life Below Water.

Our Vision

AFO- envisions to be an excellent Organization in replenishing aquatic resources with community-based conservation and sustainable aquaculture.

Our Mission

We enhance food access and income generation to the community through research, training, workshops and collaboration in Aquaculture and Fisheries

Objectives:

1. Promoting environmental friendly and economic competitive aquaculture;
2. Supporting conservation of aquatic environment and stock enhancement;
3. Supporting research on sustainable exploitation of aquatic resources and aquaculture;
4. Improving community health of the lacustrine and coastal communities;
5. Empowering youth and women in utilization of aquatic resources and aquaculture.

The Aqua- Farms Organization through Its Sustainability project Susblue shop registered as Sustainable Blue Shop a company limited by Guarantee in Zanzibar boosts the marketing

opportunities of ocean based products such as seaweed by training women on the value addition of seaweed into many products with health such as cosmetics (soap, shampoo, lotions). AFO provides the outward-facing marketing and communication platform enabling them to learn how to promote and sell their products and tell their story to a world-wide audience, offering low tech skills on value addition and marketing. Since establishment the shop has been able to boost the income of seaweed farmers and processors from an average income of 0.25USD/kg to 4.0USD/Kg through the marketing and value addition training, the community outlet to capture the local markets, tourist market and the export market.

Aqua-Farms Organization is seeking a dynamic and self-motivated individual to join our team as a Sales and Relationship Manager for our Susblue shop in Zanzibar. The successful candidate will be responsible for building and maintaining relationships with local women who supply ocean-based products, as well as selling these products to high-end customers and tourists. The Sales and Relationship Manager will play a key role in promoting sustainability and economic empowerment of AFO beneficiaries.

Responsibilities:

1. Build and maintain strong relationships with local women who supply ocean-based products.
2. Conduct regular visits to the women and their communities to ensure a steady and reliable supply of products.
3. Develop and execute sales strategies to achieve sales targets and increase revenue for the organization.
4. Identify new market opportunities and develop plans to expand the organization's customer base.
5. Respond to customer inquiries and provide excellent customer service to ensure customer satisfaction.
6. Work closely with the Project Lead to ensure that financial and operational goals are met.
7. Track sales performance and provide regular reports to the Project Lead.
8. Attend relevant events and conferences to promote the Susblue shop and Aqua-Farms Organization.
9. Other duties as assigned.

Requirements:

1. Bachelor's degree in a relevant field such as aquatic sciences and fisheries, aquaculture, tourism, business, marketing, or international development.
2. At least 3 years of experience in sales, preferably in the retail or hospitality industry.
3. Strong communication, negotiation, and interpersonal skills.
4. Experience working in a cross-cultural environment and ability to adapt to local customs and practices.
5. Knowledge of the Zanzibar community and culture.
6. Passion for sustainability, women's empowerment, and social impact.
7. Ability to work independently and as part of a team.

8. Fluent in English and Swahili. (French is as added advantage)
9. Applicants based in Zanzibar (is an added advantage)

Remuneration: Negotiable

The deadline for application is 17th March 2023, at 6 pm EAT

To Apply:

Please submit your resume, cover letter, and references to hr@afo.or.tz with "Sales and Relationship Manager" in the subject line. Applications will be reviewed on a rolling basis, and only shortlisted candidates will be contacted.

