



Job location: Dar es salaam

Job type: full time

Number of Position – 3

Salary scale – 850,000/= Net

The **Key Account Executive** will be responsible for driving offline merchant acquisition among key businesses (chain stores, restaurants, supermarkets, FMCG, pharmacy, OMCs, etc.) and developing strategies to increase sales revenue.

The ideal candidate will be adept at building strong business cases and relationships with key merchants and will be able to identify client demands to promote the organization's solution and achieve mutual satisfaction.

Duties and responsibilities:

- Onboarding new merchants with company products and services
- Train merchants on the benefits of our products: QR, POS Terminal, USSD, LIPA NAMBA, etc.
- Discover new business opportunities, including new markets, growth areas, trends, customers, products, and services.
- Setting goals and developing plans for driving business growth
- Solve product or service issues reported by merchants.

Qualifications and Required Skills:

- At least a bachelor's degree in commerce, sales, marketing, or related fields.
- A minimum of 3 years of experience in the sales-acquisition role in banks, fintech, or PSPs
- Has key merchant resources that can easily be transferred into sales deals.
- Strong customer engagement, negotiation, analytical, and marketing skills
- Extremely flexible, result-oriented, full of passion, and hardworking with a strong track record of success
- Self-motivated and able to work independently to meet and exceed sales targets.
- Proficiency in all Microsoft Office applications

Only qualified candidates will be contacted, deadline 29th Jan 2026. We are an equal opportunity employer.

Send cv to esagenge@mbeyaone.co.tz cc maria.masalu@mbeyaone.co.tz