

## JOB ADVERTISEMENT:

### **SALES AND MARKETING OFFICER**

**Work Base:** Dar es Salaam (with frequent travel to all regions of Tanzania)

**Industry:** Security Services

**Employment Type:** Full-Time

**Salary and Benefits :** As per Tanzania labor guidelines with bonus and commission-based on performance

### **Company Overview**

Mireille Global HR Solutions on behalf of our client, we are seeking to hire the highly talented candidate for the position of sales and marketing officer our client is reputable and fast growing across Tanzania in providing professional guarding services, alarm responses, electronic security solutions and risk management services to corporate ,institutional and private clients.

### **Position Summary**

The Sales and Marketing Officer will be based at the Dar es Salaam office and will be responsible for identifying new business opportunities, promoting security services, maintaining client relationships, and increasing the company's market presence. The role requires frequent travel to different regions of Tanzania.

### **Key Responsibilities**

#### **Sales Responsibilities**

Identify, develop, and secure new clients for guarding services, alarm response, and electronic security solutions  
Conduct regular client visits, sales calls, presentations, and negotiations across various regions  
Prepare quotations, tenders, proposals, and service agreements  
Achieve assigned monthly and annual sales targets  
Maintain and grow relationships with existing clients to ensure retention and contract renewals  
Coordinate closely with operations teams to ensure effective service delivery

#### **Marketing Responsibilities**

Develop and implement marketing strategies to promote security services nationwide  
Conduct market research and competitor analysis within the security industry  
Represent the company during exhibitions, networking events, and corporate meetings  
Identify new market opportunities and emerging security needs in different regions

## **Reporting & Administration**

Prepare weekly and monthly sales and marketing reports  
Maintain accurate customer records and sales pipelines  
Provide market feedback and business intelligence to management  
Ensure compliance with company policies and industry regulations

## **Qualifications & Requirements**

### **Education**

Diploma or bachelor's degree in marketing, Business Administration, Sales, Security Management, or any other related field

### **Experience**

- Minimum of 1–3 years' experience in sales and marketing within the security industry.
- Good knowledge of guarding services, alarm systems, CCTV, and electronic security solutions.
- Experience dealing with corporate, institutional, or government clients is an added advantage.

### **Skills & Competencies**

- Strong communication, negotiation, and presentation skills
- Excellent interpersonal and relationship management abilities
- Ability to work independently with minimal supervision
- Willingness and ability to travel frequently across Tanzania
- Results-oriented with strong sales closing skills
- Proficiency in MS Office applications

### **Other Requirements**

- Must be a Tanzanian national
- Valid driving license is an added advantage
- High level of integrity, professionalism, and confidentiality
- Ability to work flexible hours when required

### **How to Apply**

Interested candidates should submit their CV and cover letter indicating the position applied for to:

[mireille.kyara@mireilleglobalhr.com](mailto:mireille.kyara@mireilleglobalhr.com)

WhatsApp: 746133811

Application Deadline: 20<sup>th</sup> January 2026.

**Note: Please do not call, only shortlisted candidates will be contacted.**

