

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 higher 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

WhatsApp: 746133811

Application Deadline: 20th January 2026.

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

