

PROJECT MANAGER

Job Description

Our client is Africa's most trusted specialist in the provision of integrated risk solutions. Their cost effective security solutions are focused on mitigating risk and enabling organisations to achieve their goals. Our client tailor solutions to meet unique needs, creating a safe environment in which to operate.

The company is built around professionals who have extensive experience in dangerous and often chaotic environments, coupled to intimate knowledge of the cultural and regional peculiarities of their specialist country of operation.

Our client is currently operating mainly in East Africa but we have the capability to project quality security solutions anywhere in the world. Our client is currently seeking a Paygo 911 Project Manager

Job Title: Paygo 911 – Project Manager

Reporting to: Country Manager Location:

Dar es Salaam, Tanzania

Job Purpose

“The Paygo 911 Project Manager must design and implement the business development of Paygo 911 as an alternative alarm service within Tanzania.”

The Paygo 911 Project Manager's responsibilities include, but are not limited to the following:

Key Responsibilities

- Manage all technical aspects of Paygo 911;

- Manage all Business Development aspects of Paygo 911 including marketing and sales;
- Prepare and document standard operating procedures and protocols for Paygo 911;
- Write comprehensive reports including assessment-based findings, outcomes and propositions for further enhancements of the system;
- Manage the overall implementation and execution of Paygo 911;
- Ensure teams follow the correct procedures, policies and documentation requirements across the project;
- Guide the team through the development, testing and implementation stages and review the completed work effectively;
- Provide direction and technical expertise in design, development and systems integration;
- Make timely decisions and solve technical problems to provide an efficient environment for project implementation;
- Identify resource and equipment requirements, efficient capacity planning and manage software and hardware availability;
- Must provide technical training to teams when required and serve as a technical mentor to team members;
- Ensure adherence to company Health and Safety Policies;
- Task allocation and performance evaluation of team leaders;
- Oversee Project scheduling and resource management;
- Planning, budgeting and reporting on projects;
- Meet with client teams and gather requirements, conduct regular team meetings and track project progress;
- Estimate project budgets, coordinate with finance department for funds and plan for purchasing of equipment and hardware in a cost-effective way;
- Provide an efficient working atmosphere to project teams and ensure objectives are met within stipulated time;
- Any other Paygo 911 related tasks as instructed by Senior Management.

Required skills & Qualifications

Excellent command of English and Swahili (Both written and Spoken)

Experience in the following is a necessity:

Business development

Technical knowledge/understanding

Financial planning

Project management

Must have drive and initiative

Wide, strong and current network in corporate Tanzania is desirable

Good Computer skills proficient in Microsoft office, word, power point and excel

Ability to work independently

How to apply:

Kindly find below the link to apply for this position

<http://kamakazi.co.ke/job/paygo-911-project-manager/>

ASSET MANAGER JOB DESCRIPTION

Our client

Our client is a leading regional nature tourism company in Eastern Africa, striving to create lasting conservation economies in the areas where we operate. We own and manage high-end safari camps and lodges in Tanzania, Kenya and Zanzibar, with room rates between USD 300 (beach) and USD 950 (flagship lodge) per night. We also provide tailored travel and activity services such as professional safari guides, 3rd-party accommodation, flights and guided game drives and walks. We have offices in Arusha (Tanzania), Nairobi and Cape Town.

Our annual revenues exceed USD 25mn and we employ more than 650 permanent staff. We have the main ingredients for rapid expansion in place and expect to double both our revenues and staff numbers during the next 5 years. The company enjoys the backing of international institutional investors and reputable international banks.

We aspire to become the best-run tourism company in Sub-Saharan Africa and a true cutting edge leader in sustainable tourism, contributing to the conservation of crucial endangered habitat

and to the livelihoods of the local people. Our client has been credited with the highest 5-star GIIRS rating as positive impact company and has B-Corp status. We were recently awarded Best for Business in the Global Tourism for Tomorrow Awards, testament to not only our vision and best in class guest experience, but also to the positive impact that we create on the ground where we operate.

The challenge

We are looking for an energetic and experienced Asset Manager to join our team to play a critical part in assisting the Country Manager in the management of all assets belonging to the company in Tanzania.

To be successful in this role, we believe that you need to have a vision, and be able to formulate strategies in the area of Asset management.

The Asset Manager has the following areas of functional responsibility:

- Fleet management : Managing the workshop and all related activities with the workshop manager
- Camp Asset Management : Build and maintain a competent preventative maintenance system and team
- Projects : assist manager in project planning, execution, management and maintenance
- Overall responsibility for BOH budgets and Capex spend and condition of ALL assets BOH working with Country Manager on all asset care and maintenance.
- In conjunction with the Country Manager and HR Manager, be responsible for all the human resources under this docket and all affairs relating to them.
- Environmental and insurance management

A comprehensive job description will be given to the successful candidate.

Reporting to the Country Manager, Tanzania your key working relationships will be with the Country Manager, TZ, maintenance team, workshop team, Camp Managers, Operations, Camp Crew, Finance, HR, Procurement and Stores.

This is a new position that is available immediately. You will be based and live in Arusha with frequent travel to the camps and lodges in Tanzania.

Qualifications & Requirements

We are looking for someone who meets the below criteria

- Minimum 5-10 years of experience in Asset Management
- Minimum 3 years work experience in Africa

- Experience in East Africa and Swahili language are a strong preference.
- Minimum degree in Mechanical and/or Technical qualifications
- Good organizational and logistic skills
- Effective at crisis management and good at making instant decisions
- Effective at training staff.
- Good knowledge on the following:
 - HR
 - Logistics/resupply
 - Vehicle maintenance
 - Technical basics on Generators, electrics. Plumbing, sewage
 - Some bush/guide knowledge
 - Financial understanding
- Exceptional project management skills and an ability to multitask and prioritize in a challenging environment
- Strong verbal and written communication skills and ability to structure and present ideas
- Independent ‘getting things done’ mentality; willing to work hard
- Ability to build good working relationships with people at all levels from camp staff to the board of directors
- Proven ability to handle complex intercultural people matters, with cultural sensitivity and awareness
- Passion for positive impact and wildlife tourism as well as community development

The package

The company offers a competitive salary for East Africa standards and modest fringe benefits.

How to apply:

Kindly follow the link below to apply for this position:

<http://kamakazi.co.ke/job/asset-management/>

COLLEGE ADMINISTRATOR JD

Our client is a leading provider of information and communication technology solutions, across East Africa Region with a vision “*Tobe the preferred technology solution provider in Africa*”. The company has received prestigious awards both locally and internationally. Now with subsidiary in Uganda and business presence in other E.A market, the company is looking for top talent in the below openings.

Job Purpose

This position exists to build, implement and manage successful training programs for clients at all levels with a focus on Management and high-volume ICT courses. Reporting to the **Training & Development Manager**, the College Administrator will be responsible for general administrative duties and implementation of laid down regulations among others.

Key Responsibilities

- Responsible for general administrative duties of the college and implementation of laid down rules and regulations.
- Formulate and implement administrative procedures and work instructions
- Responsible for Students’ admissions.
- Responsible for Students registration.
- Prepare and manage Training and Examinations Timetables
- Monitor class attendance by Lecturers and Students
- Responsible for Administration of student / lecturer evaluation. Develop testing and evaluation procedures tools, administer instructors / students performance evaluation and provide management with recommendations for improvement.
- Responsible for Administration of Examinations and processing of Examinations results
- Work with Trainers to ensure effective delivery of programs and follow-up with all students/trainees throughout the training process for certification / feedback.
- Prepare training budget as per calendar.
- Maintain trainees data base and Manage alumni database and activities

Key Competencies

- Exceptional leadership skills, firm and decisive
- Proven ability to work creatively and analytically in a problem-solving environment
- High emotional intelligence and Interpersonal skills
- Excellent written and verbal communication skills.
- Self-motivated and ability to work within deadlines with high organizational skills

Key Qualifications: M - Mandatory O - Optional Additional certifications

- Bachelor's degree in Commerce / Business Administration / Education / Management, or related field (M)
- Minimum of 5 years progressive experience in a similar position with a bias in educational institution (M)
- Willingness to work for long hours including weekends
- Experience with building coaching & feedback cultures (O)

How to apply:

Kindly follow the link below to apply for this position:

<http://kamakazi.co.ke/job/college-administrator/>

CORPORATE SALES ACCOUNT MANAGER

Our client is a leading provider of information and communication technology solutions, across East Africa Region with a vision *“To be the preferred technology solution provider in Africa”*. The company has received prestigious awards both locally and internationally. Now with subsidiary in Uganda and business presence in other E.A market, the company is looking for top talent in the below openings.

Job Purpose

Reporting to the **Sales & Marketing Manager**, the Corporate Sales Account Manager will be responsible for driving the Sales growth in a number of accounts/clients portfolio, volumes in net sales, marketing intelligence and management of client Relationship.

Key Responsibilities

- Map out and perform pre-sales engagement with clients
- Responsible for enhancing customer recruitment through smart sales tactical plans and minimizing attrition rates for the key Corporates / product lines of the business
- Draw sales tactical plans Annually, Quarterly, Monthly and weekly and execute them to acquire new business
- Prepare and make presentations where necessary through engagement of technical and executive team
- Prepare pre-qualifications/quotations to pitch for business-follow up to successful closure
- Carry out timely Industry, Market, consumer and Products reviews and recommend new tactical design for sales and product promotional campaigns.
- Implement best practice in Sales, Marketing for key products/services based on quantified / qualified corporate client needs and industry trends.
- Champion Team and Work closely with Pre-sales engineers in developing quotations/tenders and client visits
- Ensure excellent execution of marketing strategy deliverables to attain key dashboard metrics e.g. Customer portfolio growth, Net Revenue, Customer satisfaction index, Brand Equity etc
- Monitor competitor's product introduction, promotional activities and tariffs on all product/service categories, and consolidate learning's from the various Portfolio
- Building and maintaining very close client rapport and visibility

Key Competencies

- Excellent written & verbal communication skills.
- High emotional intelligence and Interpersonal skills
- Self-motivated and ability to work within deadlines with high organizational skills
- Knowledge of public sector procurement procedures and global marketplace
- Demonstrable experience in Relationship Management, Negotiation and Corporate sales.
- Self-driven, team player, willing to work extra ordinary time/hours

Academic Qualifications: (M) - Mandatory (O) - Optional (A) Added advantage

- O level with C & above (M)
- Certificate / Diploma in Sales & Marketing (M)
- Bachelor of Commerce Degree Marketing Options or Business/IT related field (O)
- Professional qualification e.g. CIMA (A)
- Minimum of 3years' experience as a Territory/Sales Manager in ICT Industry (M)
- Demonstrate experience in sales to institutions / corporate (A)
- Be able to demonstrate sales done for over Kes 20million (A)

How to apply:

Kindly follow the link below to apply for this position:

<http://kamakazi.co.ke/job/corporate-sales-account-manager/>

Customer Care Executive (MUST BE A RESIDENT IN MOMBASA)

Our Client:

Our client is a global leader in supply and direct sales of top quality cosmetics. Founded on a solid 45 year history of business and with a unique model that has allowed them expand rapidly within East Africa our client presents on of the best opportunities for professional growth and development in the exciting direct sales industry. They are looking for experienced, yet passionate, energetic, young, fresh individuals to join their busy growing team, set to expand rapidly over the next year within the East African Region.

Do you have a passion for customer care and the ambition to work for a well established yet exciting and growing multinational brand? This may be the perfect opportunity for you.

Job purpose:

- To be the face of Organisation at all times and the organisations representative as a face to face customer care agent and call centre agent.
- Provide World Class Service to the Organisations consultants and clients.

Key responsibilities and accountabilities:

- Giving the good image of the branch and the company, by being always fresh and good looking.
- Receive product orders from Consultants and correctly insert them into the internal sales system.
- Receive cash for orders payments , verify and correctly book in the system , confirm and book M-Pesa payments, close the cashbook at the end of business day
- Handle the paperwork for new memberships and register new consultants
- Excellent knowledge of products in order to be able to provide product information/advice to the Consultants.
- Provide correct data concerning the month campaign and how to achieve it, be updated on stock situation and communicate to the Consultants.
- Communicate all campaigns, trainings, and promotions to the Consultant as well as any other administrative information
- Maximize sales by suggesting other/replacement products.
- Print Activity Reports for Consultants.

- Check performance levels for Consultants.
- Deal with all product complaints in co-operation with warehouse staff, ensure all complaints receive a resolution that is communicated to the Consultants in a maximum time period of 48 hours.
- When on Call Center ensure all calls are answered after maximum 3 rings and if not possible make sure all missed calls will be called back, all claims and requests of the Consultants that cannot be solved on the spot receive a resolution that will be communicated to the Consultants in a maximum time period of 48 hours.
- Co-ordinate with the other departments when having events and support in the preparations within the branch.
- Ensure the service centre area is clean, neat and fresh at all time.
- Arranging the products in the displays and ensure the displays are clean.
- Replenishing all the products in the display as and when appropriate.
- Managing customers' expectations by communicating to the management for deliberations and implementation.
- Providing feedback to the management from the consultants/Customers.
- Work closely with warehouse staff and cultivate team-work.

Key attributes:

- We operate an open door policy and are averse to micromanagement. The key candidate must be able to:
- Take the initiative
- Think outside the box
- Solve problems creatively
- Operate independently and with accountability
- Fantastic customer care skills and a proven record of experience with customer care is crucial.
- Good communication skills
- Ability to deal with complaints
- Client relationship management with both clients and consultants
- Conflict resolution
- Organised and efficient

How to Apply:

Please follow the link below to apply for this position:

<http://kamakazi.co.ke/job/customer-care-executive/>

DISCLAIMER: WE DO NOT CHARGE ANYTHING TO OUR JOBSEEKERS. IF CALLED SUPPOSEDLY BY KAMA KAZI ASKING FOR MONEY FOR SERVICES, PLEASE KNOW THEY ARE FRAUDSTERS.

FIELD OPERATIONS COORDINATOR JOB DESCRIPTION

Our client

Our client is a leading regional nature tourism company in Eastern Africa, striving to create lasting conservation economies in the areas where we operate. We own and manage high-end safari camps and lodges in Tanzania, Kenya and Zanzibar, with room rates between USD 300 (beach) and USD 950 (flagship lodge) per night. We also provide tailored travel and activity services such as professional safari guides, 3rd-party accommodation, flights and guided game drives and walks. We have offices in Arusha (Tanzania), Nairobi and Cape Town.

Our annual revenues exceed USD 25mn and we employ more than 650 permanent staff. We have the main ingredients for rapid expansion in place and expect to double both our revenues and staff numbers during the next 5 years. The company enjoys the backing of international institutional investors and reputable international banks.

We aspire to become the best-run tourism company in Sub-Saharan Africa and a true cutting edge leader in sustainable tourism, contributing to the conservation of crucial endangered habitat and to the livelihoods of the local people. Our client has been credited with the highest 5-star GIIRS rating as positive impact company and has B-Corp status. We were recently awarded Best for Business in the Global Tourism for Tomorrow Awards, testament to not only our vision and best in class guest experience, but also to the positive impact that we create on the ground where we operate.

The challenge

We are looking for an energetic and experienced Field Operations Coordinator to join our team to play a critical part in assisting the Country Manager in the management of our camps and lodges in Tanzania.

To be successful in this role, we believe that you need to have a vision, and be able to formulate strategies in the area of camps & lodges management.

The Field Operations Coordinator has the following areas of functional responsibility:

- All emergencies
- Daily support of Camp / relief managers – ensuring that all is well and handle any issues that they might be facing.
- Daily Operations and Logistics
 - ✓ Vehicle Movement
 - ✓ Staff Movement
- Management of finance and budgets for the camps
- Health and Safety for the camps and ensuring adherence to the standards and regulations.

- Stores and resupply working with central operations coordinator
- Workshop and BOH working with Asset Manager
- Line manage the field Operations team and their workshops / stores
- Handle all HR matters in liaison with the HR Manager
- Handle all marketing and sales issues from the camp in liaison with the Sales & Marketing team through the Country Manager
- Ensuring all camps are at the company's level of quality and fulfill their service offerings and assisting the Camp Managers with product improvement throughout the year.
- Ensure all camps adhere to the Sustainability policy and program
- Ensure procedures and systems put in place are adhered to.

A comprehensive job description will be given to the successful candidate.

Reporting to the Country Manager, Tanzania your key working relationships will be with the Country Manager, TZ Field Operations team, Camp Managers, Relief Managers, Operations, Camp Crew, Finance, HR, Procurement and Stores.

This is a new position that is available immediately. You will be based and live in Arusha with frequent travel to the camps and lodges in Tanzania.

Tanzanian citizens are highly encouraged to apply

Qualifications & Requirements

We are looking for someone who meets the below criteria;

- Minimum Degree in hotel management
- Minimum 5-10 years of experience in Camp & Lodges Management
- Minimum 3 years work experience in Africa
- Experience in East Africa and Swahili language are a strong preference.
- Good organizational and logistic skills
- Effective at crisis management and good at making instant decisions
- Effective at training staff.
- Good knowledge on the following:
 - HR
 - Logistics/resupply
 - Vehicle maintenance
 - Technical basics on Generators, electrics. Plumbing, sewage
 - Some bush/guide knowledge
 - Financial understanding

- Menus, food quality and food presentation
- Exceptional project management skills and an ability to multitask and prioritize in a challenging environment
- Strong verbal and written communication skills and ability to structure and present ideas
- Independent ‘getting things done’ mentality; willing to work hard
- Ability to build good working relationships with people at all levels from camp staff to the board of directors
- Proven ability to handle complex intercultural people matters, with cultural sensitivity and awareness
- Passion for positive impact and wildlife tourism as well as community development

The package

The company offers a competitive salary for East Africa standards and modest fringe benefits.

How to apply:

Kindly follow the link below to apply for this position:

<http://kamakazi.co.ke/job/field-operations-coordinator/>

Receptionist/ Front Office Assistant

The client:

Providing one of the coolest shared professional working spaces in Nairobi, our client is a forerunner in innovative and affordable office solutions for start-ups, techies and the surge of investing Companies into Africa. Dedicated to providing world-class workspace infrastructure, the organisation has solidified their position as the number one launch pad location for top businesses from around the world, wanting to set up in East Africa. As a result of the phenomenal success of their flagship location on Ngong Road, they are expanding within Nairobi and regionally, and are looking for smart, flexible, energetic and forward thinking professionals to join their busy team and become a part of their vision for the future.

Job purpose

- To deliver friendly, efficient customer service and to create a warm and welcoming atmosphere for guests, with the key aim of retaining and attracting new customers.

Job duties

- Greet and direct visitors to the company
- Manage and facilitate all office administrative tasks for the Organisations members such as meeting room management, printing, scanning and generally overseeing the smooth running of the administrative aspects of the service.
- Fulfill all reasonable requests from guests to ensure their comfort, satisfaction and safety
- Accept and greet visitors and direct them to where they can wait and inform members of guest arrival
- Answer telephones and direct the caller to the appropriate associates
- Take and retrieve messages for various personnel
- Deal with all enquiries in a professional and courteous manner, in person, on the telephone or via e-mail
- Provide callers with information such as company address, directions to the company location, numbers, website and other related information
- Assist with other related clerical duties such as photocopying, faxing and filing
- Meet and greet potential clients and show them around the facility
- Manage all members with regards to reasonable and often unreasonable requests
- Update meeting calendars and white boards
- Assist in keeping the reception area clean and tidy
- Carry out instructions given by the management team and head office

Skills, Personal traits and Attributes

- Great people skills
- Friendly and polite yet firm when needed
- Ability to deal with difficult clients or customers
- Patience
- Ability to multi-task
- Flexibility
- Self-motivated
- Computer proficiency
- Good communication skills
- Good organization skills

How To Apply:

Kindly follow the link below to apply for this position:

<http://kamakazi.co.ke/job/front-office-assistant/>

GROUP STRATEGIC CONSULTANT JOB DESCRIPTION

Job Title: Group Strategic Consultant

Reporting to: CEO

Location: All Countries of Operation

Job Purpose

“The Group Strategic Consultant’s key role is to help the Company define their scope and identify their capabilities, strengths and weaknesses as a basis for going forward and to provide the company’s management team with a framework for making effective decisions about the direction to take.”

The Group Strategic Consultant’s responsibilities include, but are not limited to the following:

Responsibilities/Duties

- Determining and clarifying strategic and operational problems via consultation in each Country of Operation;
- Identifying problems and seeking solutions;
- Reviewing the current strategy;
- Undertaking research into the industry sector, markets and competitors;
- Discuss and identify requirements and define project standards, goals, budgets and deadlines, presented in progress reports;
- Collecting, analysing and interpreting data and statistics;
- Compiling and presenting information verbally, visually and in writing;

- Identifying and assessing the pros and cons of possible strategies;
- Outlining objectives;
- Developing, advising, recommending and implementing agreed solutions;
- Provide progress reports to the CEO, COO and Directors as determined by the Directors, monthly or weekly.

Person Specification

- Excellent command of English (Both spoken and written)
- Excellent communication skills
- Good Computer skills proficient in Microsoft office, word, power point and excel
- Ability to work independently
- A requirement to be organised and display attention to detail
- Ability to multitask and prioritise tasks

How to apply:

Kindly follow the link below to apply for this position

<http://kamakazi.co.ke/job/group-strategic-consultant/>

Operations Manager

Our client is a Kenyan born start up offering the future in payment solutions for enterprise. Solving one of SME's major headaches, managing their cash flow through making payments and receiving payments. Our client has developed a revolutionary cloud based SaaS set to take the business world by storm as it takes the headache and pain away from managers anywhere in the world wanting to manage their company payments.

This incredibly exciting, forward thinking and innovative company is looking to hire their leadership team. In the throws of phenomenal growth and with a good bout of funding under

their belt the scene is set to push the organization forward. They are looking for a very experienced Operations Manager to run and manage the operations part of the business. If you are one who relishes the challenges of the start up world and would like to be at the helm of one of the countries most exciting growing companies this could be the opportunity for you.

Operations Manager Objectives

Will be accountable for leading, directing and managing site operations to ensure consistent high level service quality and customer satisfaction, profitable and cost efficient operations, and compliance with company policies and procedures.

Operations Manager Job Duties

- Liaising with other team members, including interacting with managers of different areas of the organization, presenting findings to stakeholders and higher management
- Training and supervising new employees, tracking and measuring staff performance.
- Setting and reviewing budgets and managing cost.
- Improving the operational systems, processes and policies in support of organizations mission -- specifically, support better management reporting, information flow and management, business process and organizational planning.
Manage and increase the effectiveness and efficiency of Support Services (HR, IT and Finance), through improvements to each function as well as coordination and communication between support and business functions.
- Overseeing overall financial management, planning, systems and controls.
- In charge of payroll management, including tabulation of accrued employee benefits.
- Organising regular meetings with Executive Director around fiscal planning.

SKILLS

- Excellent computer skills and proficient in excel, word, outlook, and access
- Excellent communication skills both verbal and written
- Demonstrated leadership skills
- Excellent interpersonal skills and a collaborative management style.
- Decision making skills
- Technical skills
- Problem solving ability

EXPERIENCE:

A strong financial or banking background

Operations experience in a tech start up
At least 3 years in a high level managerial position
Experience of the lean start up model and demonstrated success in operational efficiencies.

How to apply:

Kindly follow the link below to apply for this position:

<http://kamakazi.co.ke/job/operations-manager/>

PROJECT MANAGER JD

Our client is a leading provider of information and communication technology solutions, across East Africa Region with a vision “*To be the preferred technology solution provider in Africa*”. The company has received prestigious awards both locally and internationally. Now with subsidiary in Uganda and business presence in other E.A market, the company is looking for a talented Project Manager

Job Purpose

Reporting to the **Head Technical and Projects**, the Project Manager will be responsible for Leading and Supervision in Project Execution, Preparation of Maintenance schedules and budgets, Maintenance and Service contracts Execution, Preparation of Projects Hand-over reports, and Profiling and recruitment of relevant support staff.

Key Responsibilities

- Develop and maintain Project scheduling calendar, Prepare Maintenance schedules and budgets.
- Preparation of project schedule, costing and resource requirement.
- Project Mobilization including:
 - a. Synergy with the clients.
 - b. Material preparation.
 - c. Contract Staff recruitment and training.
- Act as company project implementation liaison person and Identification of value chain opportunities with clients IT units.
- Timely implementation of the project, team leadership, project monitoring and reporting.

- Billing of the project in liaison with Finance department.
- Profiling and recruitment of relevant support staff in liaison with Human Resource Department.
- Execution of Maintenance and Service contracts as per schedule.
- Reports for all works and synergy with clients and preparation of Project closure report.
- Coaching, leadership and mentorship of the contract staff, including a score card for each of them.

Key Competencies

- Good communicational skills and interpersonal relations.
- Leadership skills and a good team player
- High Emotional intelligence
- Ability to lead projects teams in implementation of projects
- Ability to lead in maintenance services and execution
- Ability to undertake appropriate certifications for the role and company relevant to the roadmap for IT infrastructure;
- Ability to ensure final documentation (engineering diagrams, site surveys, statement of works) is completed to assist all future projects.
- Ability to ensure sold services are completed and operating as designed. See a solution/opportunity from creation to closure.

Academic Qualifications: M - Mandatory O - Optional Additional Certifications

- Bachelor's Degree in IT related field, or Equivalent (M)
- Certification in VMware, Cisco, IBM, Huawei, EMC, Server & Storage/Virtualization (at least two)
- Certification in Project Management (M)
- Member of PMI/NCA/CCK/ etc (O)
- Minimum of 3 years' experience in project management (M)

How to apply:

Kindly follow the link below to apply for this position:

<http://kamakazi.co.ke/job/project-manager-2/>

SALES & MARKETING MANAGER

Our client is a leading provider of information and communication technology solutions, across East Africa Region with a vision “**To be the preferred technology solution provider in Africa**”. The company is seeking top talent to fill the position of **Sales and Marketing Manager for its Uganda subsidiary.**

Job Purpose

Reporting to the Managing Director, the Sales & Marketing Manager is responsible for leading a team in driving the Sales growth in a number of accounts/clients portfolio, volumes in net sales, marketing intelligence, management of client Relationship and formulation, implementation and monitoring of Sales & marketing policies and procedures that will ensure competitive, effective and efficient business growth.

Key Competencies

- Excellent written & verbal communication skills.
- High emotional intelligence and Interpersonal skills
- Self-motivated and ability to work within deadlines with high organizational skills
- Knowledge of public sector procurement procedures and global marketplace
- Ability to coordinate the efforts of a large team of diverse creative employees
- Demonstrable experience in Relationship Management, Negotiation and Corporate sales.
- Self-driven, team player, willing to work extra ordinary time/hours
- Demonstrable track record of performance and innovativeness

Academic & Professional Qualifications:

- Bachelors’ Degree in Marketing, Business Management or IT related field, or Diploma in Sales and marketing, Business with 5 years proven experience
- Experience in Corporate/Institutional Sales will have an added advantage
- Minimum of 3 years’ experience in ICT field, FMG territory sales

How to apply:

Kindly follow the link below to apply for this position:

<http://kamakazi.co.ke/job/sales-marketing-manager-3/>

Technical Sales Engineer

Job Description

Location: Nairobi

Job Title: Technical Sales Engineer

Reports to: Technical Director with dotted line to Sales Director

To Interact Directly With: Internal: Directors, Projects and Infrastructure Manager, Alarms and Installation Manager, Sales Manager, Operations Manager, Sales External: Customers, Supplier, Engineering Consultants & Architects

Key Responsibilities:

Technical and Sales:

- To promote and assist the sales of alarms and technical projects achieving sales & profit budgets and maintaining the reputation of the company /division as a leading provider of security technology solutions.
- To provide client liaison and ensure that our client's contracts are completed on time to International Standards and to the complete satisfaction of the client.
- To survey, design and present electronic security systems to prospects or customers and close the sales.
- To ensure our client earns and maintains a reputation as being the most professional, cost effective, value for money, security solution provider in Kenya.
- To liaise with the Sales Manager and assist Sales Representatives in carrying out surveys, costing and preparing quotations and carrying out marketing and promotional activities.
- To prepare tender documents in a professional and competitive manner.
- To train sales representatives on product knowledge, preparing competitive quotations and tenders, and competitive selling strategies.

- To keep updated on the latest technologies and services that our client plans to offer by liaising with the Projects and Infrastructure Manager.
- To identify new technical products or services that are needed on the market, and work with the Projects and Infrastructure Manager to develop appropriate solutions.
- Compile a monthly technical report to the Technical Director and Sales Director.
- To provide technical sales support to any of our client's regional office.

Any other duty as may be assigned from time to time, including outside working hours and environment. The Technical Sales Representative will be called upon to work at any location within the group at very short notice.

Formal Education: Minimum Degree in Electrical & Electronics or equivalent.

Technical Education: Ordinary Dip in Electronics or equivalent technical qualification, Diploma in Sales or 3 years' experience in sales .

Experience:

Minimum of 3 Years post-qualification in electronic security systems including intruder alarms, closed circuit television and access control systems. 1 year experience in electronic security project sales or alarm sales (or selling other technology products)

Age: Minimum of 30 Years.

Personal qualities:

- Good communication skills.
- Presentable.
- Ability to carry out assigned duties with little or no supervision.
- Ability to work under pressure and for long hours.
- In possession of drive and creativity.

How to apply:

Kindly apply for this role via the link below:

<http://kamakazi.co.ke/job/technical-sales-engineer/>

Head of Department Operations Job Description

Our client is one of Kenya's top camp operators and one of East Africa's top Tour Operators. Voted within the top 10 safari experiences in Kenya consistently on trip advisor; our clients offers a premium camp experience for foreign and local tourist in Kenya. The tour operator offers tailor made safaris for East Africa.

Additionally our client manages and runs two private wildlife conservancies ensuring that the wildlife experience to its guests is number one.

This is an incredibly exciting opportunity to join a well-established, very well recognised East African brand in an Executive positions. They are looking for a well experienced and energetic Head of Department for Operations. The position offers growth potential to Director level and fantastic remuneration and benefits.

Head of Department Operations Job Purpose:

Plans, directs, and oversees a company's operational policies, rules, initiatives, and goals. Helps organisation execute long-term and short-term plans and directives by implementing judgement, vision, management, and leadership. Responsible for ensuring the smooth and cost effective operations of the organisation, including the organisations private wildlife conservancies.

Head of Department Operations Job Duties:

Lodges and Camps

- Measures effectiveness and efficiency of operational processes both internally and externally and finds ways to improve processes
- Manages day to day operations as well as long term strategy with regards to operations.
- Develops and implements growth strategies whilst maintaining operational efficiency.
- Acts as a liaison between company and client for quality assurance
- Provides mentoring to all employees, including management
- Coordinates with human resources department to recruit skilled talent and keep the best employees. Overseas entire Human Resource function in conjunction with HR Manager.

- Oversees all maintenance and upkeep of Company assets and equipment in conjunction with Maintenance manager.
- Directs acquisitions and sales of assets to meet organisation goals
- Provides a system for employee salaries and benefits, and makes sure employees feel valued
- Manages and oversee staff rosters and rotation periods
- Promotes communication between colleagues for the benefit of information flow and to curb any problems that arise
- Oversee and manage the training and relief manager with regards to quality control and maintaining standards.
- Oversee staff training and development to continually improve on the organisations service offering.
- Oversee organisations CSR and Environmental policy, ensuring the standards are maintained in terms of QHSE.
- Oversee and manage quality of food and beverage offering in conjunction with head chef. Liaising on cost control with the head chef to assurance operational excellence within budgetary constraints.
- Frequent travel to the various camps will be required to ensure maintenance of quality standards.
- Manage and oversee procurement department, to ensure that stock is well-maintained and secured at the most competitive prices.
- Streamlining and establishing further operational efficiencies through the procurement function.

Conservancy:

- Oversee management and maintenance of the organisations two wildlife conservancies in conjunction with the Senior Warden.
- Ensure conservancy is running efficiently and effectively and in line with the organisations environmental standards and ethics.
- Oversee upkeep and maintenance of conservancy equipment.
- Report on conservancy to MD.
- Manage Conservancy staff including the Head Warden.

Chief Operating Officer Skills and Qualifications:

Computational Skills, Interpersonal Skills, Legal Compliance, Customer Service, Financial Analysis, Certification, Logistics Knowledge, Industry Knowledge, Accounting Knowledge, IT Knowledge, Public Speaking, Problem Solving, Plan Implementation, Critical Thinking, Presentation Skills, Motivational Knowledge, Product Knowledge, Leadership, Time Management, Crisis Management, Risk Management, Exceptional Oral and Written Communication Skills, Budgeting and Sales Experience, Strategic Planning, Business Development

Experience:

- Past experience for a minimum of 8 years is required in the hospitality sector, preferably in camps or lodges in East Africa.
- Understanding of Swahili added advantage
- Past experience I community relations with the various tribes of East Africa.
- Good management skills
- A deep understanding of operations in the hospitality industry
- Guiding or bush experience an advantage.
- Past camp/lodge management experience including operations an advantage.

Qualifications and Requirements:

- **Business related degree**
- **8 + years experience in a combination of hospitality, operations, general management or conservancy management – preferably in East Africa**
- **At least 5 years Management**

Remuneration – Competitive.

Based in Nairobi with frequent travel around Kenya.

How to Apply:

Kindly follow the link below to apply for this position:

<http://kamakazi.co.ke/job/head-of-department-operations/>

MARKETING AND PR MANAGER

Our client is a Kenyan born start up offering the future in payment solutions for enterprise. Solving one of SME's major headaches, managing their cash flow through making payments and receiving payments. Our client has developed a revolutionary cloud bases Saas set to take the business world by storm as it takes the headache and pain away from managers anywhere in the world wanting to manage their company payments.

This incredibly exciting, forward thinking and innovative company is looking to hire their leadership team. In the throws of phenomenal growth and with a good bout of funding under their belt the scene is set to push the organization forward. They are looking for a very experienced Marketing and P.R Manager to run and manage all aspects of their social business. If you are an experienced Marketing and P.R practitioner who relishes the challenges of the start up world and would like to be at the helm of one of the countries most exciting growing companies this could be the opportunity for you.

MARKETING AND PR MANAGER OBJECTIVES

To build the company to a profitable organisation through managing the marketing strategy and image of the company.

MARKETING AND PR MANAGER DUTIES

- Responsible for direct marketing, collateral development, digital & event marketing campaigns
- Lead a team to manage & develop an effective marketing communications plan
- Oversee the development of all communications & maintain company's corporate identity
- Manage relations with press/ media and to identify trends, partnerships & sponsorships.
- Builds company image by collaborating with stakeholders: customers, government, community organizations, and employees; enforcing ethical business practices.
- Design marketing materials for a number of applications including; magazine advertising, exhibition stands, leaflets and brochures, utilising Adobe Photoshop, Illustrator and InDesign.
- Responsible for management and maintenance of the company website.
- Issue monthly marketing report to MD

SKILLS

Effective Communicator
Management of company resources
Operations Analysis
System Analysis
Learning Strategies
Listening
Decision Making

EXPERIENCE

At least 5 years marketing and PR management experience

At least 3 years managing a team

Experience in launching and building a SaaS Brand in Kenya would be an added advantage.

How to apply:

Kindly follow the link below to apply for this position:

<http://kamakazi.co.ke/job/marketing-pr-manager/>