

16.12.2024 - Auslandshandelskammern

## Country Manager - AHK Services Eastern Africa Ltd.

 Full-time/Part-time: Fulltime

 Limited: Yes  Application deadline: 03.01.2025

 Location: Nairobi

Apply at:

[Monika.Erath@kenya-ahk.co.ke](mailto:Monika.Erath@kenya-ahk.co.ke)

The Delegation of German Industry and Commerce for Eastern Africa fosters positive bilateral business relations between German and East African companies. As part of the worldwide network of 150 AHK and Delegate offices in 94 countries worldwide, coordinated by the DIHK in Berlin, it is the voice of German industry in the region, specifically, in Kenya, Ethiopia, Rwanda, Tanzania and Uganda. The Delegation, via the commercial entity AHK Services Eastern Africa Ltd, offers a broad range of services such as market entry facilitation, analysis and research and also organise delegations, conferences and events. We support German companies in finding a market in Eastern Africa and vice versa and establish business contacts with potential customers for their products and delegations. AHK Eastern Africa Services Ltd. is seeking to hire a Country Manager for its Regional Office in Tanzania, whose role will be to head the operations of the Tanzania Branch of AHK Eastern Africa Limited in Dar es Salaam, including services, projects and business delegations, as well as administrative and reporting tasks to the main office in Kenya.

The Country Manager will be responsible for overseeing and managing all business operations at the Tanzania Branch Office of AHK Services Eastern Africa Limited, based in Dar es Salaam. This includes developing and expanding projects, business, and services; managing operations; overseeing financial reporting to the Kenya office; ensuring compliance with local regulations; fostering relationships with local companies, customers, partners, and stakeholders; and managing the team.

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## About the position

- Acquisition, coordination and heading all AHK market information, market entry and market accompaniments services, organization of business delegations and various projects for German and Tanzanian customers and public stakeholders.
- Networking and consultations with German, European and Tanzanian authorities to facilitate German business activities in Tanzania.
- Networking and Communication with the German business Community in Tanzania.
- Leading and managing the Tanzanian office team
- Leading financial budgeting, controlling, forecasting and reporting to the Kenyan Office.
- Leading and controlling general administrative tasks at the Tanzania Branch Office.
- Driving growth in key metrics (both financial and non-financial) for the Tanzania Branch Office
- Identify and pursue new business opportunities

## Required qualifications

- A bachelor's degree in business studies, law, economics or a related field. Master's degree is an advantage.
- At least 3 years of relevant work experience in international consulting, professional business services and managing teams, preferably in an AHK.
- Relevant experience in financial reporting, budget forecasting and optimizing financial performance.
- Prior experience in identifying new opportunities, building strong customer and partner relationships and driving revenue growth.
- You enjoy a customer-driven job and are able to stay organized through constant people interaction.
- Experience in driving and managing organizational changes, adopting to market shifts and leading a team through transitions.
- High intercultural, leadership and communication skills for managing relationships with local governments partners, customers and global headquarters.
- Experience in managing an intercultural team is an added advantage.
- Excellent verbal and written communication skills both in German and English. Candidates possessing a knowledge of Swahili are encouraged to apply.
- Candidates with previous experience working in Africa will be highly regarded.

## What we offer

- We offer an initial local year-Year Contract, subject to issuance of a local work permit.

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- The role is based in our Tanzania Office in Dar es Salaam – Travels to Germany may be required within the scope of the role.
  - Send in your application by 3rd of January 2025.
  - Ideal start as soon as possible, latest 1st of March 2025.
  - Please send us your application tailored to this role including a CV and relevant supporting documents.
  - Please describe in a cover letter why you are interested in this position and what makes you the perfect fit for this position.
  - Indicate your level of English and German languages.
  - Indicate your salary expectations and your earliest starting date.
  - Applications will be reviewed on a rolling basis until the role is filled – incomplete applications which do not have the required information will be disregarded.

All applications and full documents should be sent to the Nairobi Office:

Dr. Monika Erath (Delegate of German Industry) at: [Monika.Erath@kenya-ahk.co.ke](mailto:Monika.Erath@kenya-ahk.co.ke)

For more information see: <https://www.kenia.ahk.de/>