



Nestlé Good food, Good life

DISTRIBUTORS REQUIRED

Nestlé Tanzania liaison office, is seeking distribution partners to distribute its products in the following regions;

- Northern Tanzania region (Tanga, Kilimanjaro, Arusha and Manyara)
- Central Tanzania region (Morogoro, Dodoma and Singida)
- Southern highlands (Iringa, Mbeya, Songwe, Rukwa and Katavi)

We are seeking a distributor who is business-savvy and hungry for growth with the ability to accelerate our topline growth through retail penetration and customer expansion. The business will offer lucrative returns for the successful partner.

The requirements to qualify as a distributor include:

1. Extensive knowledge of the region including routes, outlets and ability to forecast the business potential. (Monthly, quarterly and annually)
2. Bank guarantee of TZS. 300M from a tier 1 or 2 bank.
3. Working capital of TZS. 500 million.
4. An office with internet connectivity.
5. Adequate warehousing space (at least 2000sq).
6. Competent sales and support team comprising of minimum 2 order booking sales people, 2 Van sales people and 1 data clerk.
7. Able to provide at the minimum, the following vehicles: Two 3-ton van for Van selling across the regions and 3 retail vans, one dedicated to each region mentioned above
8. Should be a registered company in Tanzania, complying with all legal requirements and with audited results for the last three financial years.
9. Experience in managing a distribution business will be an added advantage.

Applications by interested parties should be addressed to the party below indicating their area of interest and should be received by no later than **January 15th 2021**.

The Business Development Manager
Nestlé Tanzania Liaison office
P.O.Box.105665
Dar es Salaam
Tanzania.