

56.H-3  
Approval by  
Labour Inspector

23/5/2022  
23 MAY 2022



## JOB OPPORTUNITIES

Trinity Technologies Limited is a locally owned Information Technology Power House based in Juba, specializing in provision and deployment of revolutionary and exciting Digital Financial services. We are currently looking for qualified candidates to fill the following positions:

m-GURUSH is South Sudan's leading mobile money platform that provides a fast, easy safe and convenient way to send and receive money across the country. We have a wide network of agents, across South Sudan to facilitate customer registration and transactions. m-GURUSH Mobile Money Service in South Sudan, is offered in partnership with Zain.

### 1. REGIONAL MANAGER POSITION (3 SLOT)

Job location Juba, Bhar El Gazal Wau And Upper Nile Region

#### Duties & Responsibilities

- Overall management of a defined region made of territories
- Develop and Implement monthly Agents and Merchants recruitment plans
- Participate in recruitment and training of Territory managers and Trade Development representatives
- Assign Monthly and Weekly Targets to Territory Managers and monitor through regular meetings and coaching to ensure their achievement.
- Float management through the mGurush value chain.
- Play lead role in motivation of team members for optimal performance.
- Undertake Management of Super Agents.
- Plan for and implement agent review meetings
- Collect market intelligence information that relate to mGurush and inform head office.
- Develop and implement new programs, recruitment initiatives and strategies to ensure superior agent and merchant presence.
- Document customer interactions and maintain data related to activities, accounts and partners
- Weekly and Monthly reports and review meetings with Agent Network Manager

#### Qualification and Requirements.

- Bachelor's degree (Marketing, Sales or related field).
- Five (05) years proven experience in Sales and Team management.( Experience in Mobile Money is an added advantage)
- Valid Driving Licence
- Proficient in basic Computer applications.
- Proficient in English, Arabic and local language is an added advantage
- Detail-oriented.
- Excellent communication skills.
- The ability to work under stress and resolve conflict.
- Sound organizational skills.
- The ability to motivate staff and lead a Team.



Interested applicants with the requisite skills and qualifications are requested to submit their applications attaching a CV, Copies of Certificates, and references to [recruitment@trinitytechnologies.tech](mailto:recruitment@trinitytechnologies.tech) or **Hand delivery to our office at Hai Malakal Juba-South Sudan** on or before the close of business, Friday, 10<sup>th</sup> June 2022. Only short-listed candidates will be contacted.

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## JOB OPPORTUNITIES



### 2. TERRITORY MANAGERS POSITION (4 SLOTS) Job Location Juba.

#### Duties & Responsibilities

- Overall management of territories
- Develop and Implement monthly Agents and Merchants recruitment plans in the assigned territory.
- Participate in recruitment and training of Trade Development representatives and agent staff.
- Assign Monthly and Weekly Targets to Trade Development Representatives and monitor through regular meetings and coaching to ensure their achievement.
- Float management at agent outlets.
- Play lead role in motivation of TDRs for optimal performance.
- Undertake Management of Agents.
- Regular reviews with TDRs and agents to respond to business demands.
- Collect market intelligence information that relate to mGurush and inform Regional Manager.
- Implement trade promotions and other, recruitment initiatives to ensure superior agent and merchant presence.
- Document customer interactions and maintain data related to activities, accounts and partners
- Weekly and monthly reports to the Regional manager

#### Qualifications and Requirements.

- Bachelor's degree (Marketing, Sales or related field).
- Three (03) proven experience in sales management.( Experience in Mobile Money is an added advantage)
- Proficient in basic computer packages.
- Results oriented and excellent team player
- Proactive and curious.
- Excellent communication skills.
- Proficient in English, Arabic and local language is an added advantage
- The ability to work under stress and resolve conflict.
- Sound organizational skills.
- Self-Driven

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## JOB OPPORTUNITIES

### 3. TERRITORY DEVELOPMENT REPRESENTATIVE POSITION (4 SLOTS)

Job location Juba

#### Duties & Responsibilities

- Prospecting and recruitment of Agents and Merchants in an assigned sub territory
- Daily monitoring of agent floats.
- Visit agents and merchants according to monthly visit schedule.
- Achievement of set targets
- Report on Branding and Training needs at agents and merchant points.
- Recommend Trade promotions to improve business performance.

#### Qualifications and Requirements.

- Diploma and above (Marketing, Sales or related field).
- One (01) year proven experience in Sales and Team management.( Experience in Mobile Money is an added advantage)
- Basic Computer Literate and use of Smart Phone.
- Results Driven- Go Getter.
- Excellent communication skills.
- Proficient in English, Arabic and local language is an added advantage
- Self-Driven
- The ability to work under stress and resolve conflict.

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## JOB OPPORTUNITIES

### 4. PROCUREMENT MANAGER.

Job location Juba

Main purpose of the Job: **To acquire the most cost-effective deals and reduce procurement expenses.**

#### Key Duties and responsibilities

- Manage fully complaint procurement system and operating procedures and organize procurement function.
- Ensure the highest level of transparency and integrity amongst the procurement department and prevent fraud along the procurement process.
- Conduct periodic risk assessment along the procurement process, assess effectiveness and efficiency and lead improvements. Ensure compliance with TTL procurement principles, standards, and policies and local statutory requirements.
- Oversee the procurement of all office supplies and services, auditing and approval of all contracts and payment document ensuring acceptable documentation, standards, policies and procedures are adhered to.
- Coordinate with various departments to proactively assist with goods/services flow analysis and determine needs and quantity, quality and delivery requirements for goods and services and maintain an up-to-date procurement plan.
- Oversee and monitor relationships and transactions with suppliers, supplier performance, and contractual obligations to ensure contract completion per authorized terms and conditions.
- Manage and control the analyze-to-contract process with strategic sourcing solutions to ensure the best value for money. Market research and analysis, goods/services specifications and supplier evaluation criteria, solicitation documents, a transparent and consistent bidding process, etc.
- Keep track of quality, quantity, stock levels, delivery time, transport costs and efficiency.
- Oversee the negotiations, preparation, approval and execution of contracts, develop MoUs and SLAs that ensure cost savings.
- Produce monthly reports on status of procurement requests and LPO commitments and share with the COO and reports as required from time to time.

#### Job Requirements

- Bachelor's Degree in a Supply Chain Management or equivalent Business related field.
- Minimum of 5-10 years and above work experience 5 of which must be in procurement/purchasing management, logistics, administration with increasing responsibility, preferable with a technology organization.
- Good knowledge of national and international procurement regulations and local market conditions.
- Strong knowledge of contract terms and proven ability to negotiate terms and agreements and build and maintain networks with suppliers.
- Staff management experience and abilities that are conducive to a learning environment.
- Proficient in MS office (excel, word, power point etc.).
- Strong planning, coordination, prioritization, and time management skills.
- Strong analytical skills with abilities to make independent judgment n decisions.
- Ethical conduct in accordance with recognized professional and organizational codes of ethics.
- Proactive, resourceful, solutions-oriented and results-oriented.
- Strong negotiation, communication, and relationship management skills.

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FAST • EASY • SAFE • CONVENIENT



## 5. Key Account Managers (8)

### Job Location Juba

### Main Purpose Of The Job

The Account Manager will be responsible for the acquisition of mGurush corporate products in the Corporate Business Department. The key objective will be to drive and achieve sales targets through Accounts Activities

### Main Roles and Responsibilities

- Device strategic plans for sales order penetration and ensure implementation of tactical plans including pipeline management.
- Identify potential clients and sign them up as paybill or Bulk payment partners. Sell the IT products available.
- Conduct at least three meeting appointments with potential clients per Day
- Plan, targets and initiates business relationship with key institutions.
- Anticipating key account changes and reporting them to the Manager, Corporate sales
- Meeting all client needs and deliverables according to proposed timeline.
- Planning and presenting reports on the account progress, goals, complaints and comments to manager Corporate Sales
- Implement daily, Weekly and monthly journey plans for sales acquisition performance and manage reporting cycles (daily, weekly and monthly).
- Maintain regular contact with Corporate relationship managers and inform them of any changes, trends or requests from the market
- Strict adherence on use of CRM (SFA) systems for progressing customer orders and reporting.
- Timely meeting recaps and follow ups (Not later than 24 Hrs.)
- Ability to deliver results, meet and surpass targets.
- Ability to resolve Partner Issues and maintain high engagement during and after.
- Solution Selling capability and good Negotiation Skills
- Prepare and deliver tender responses to organizations.
- Lead direct sales agents in the field
- Build pipeline and daily Journey plans and send daily reports.
- Any other duties as may be assigned from time to time.

### QUALIFICATIONS

- Degree in Commerce/ ICT or Business related;
- Sales experience of 4-5 years preferably managing in a B2G or B2B environment;
- At least 5 years of experience working for a telecommunications company;
- Knowledge/ Work experience in ICT, among regional and or global accounts/enterprise solution sales experience;
- Experience working within an international and distributed team will be an added advantage
- Strong relationship building skills, and a good team player
- Drive identification, and adoption of relevant segment propositions.

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Female candidates are highly encouraged to apply.



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## 6. MARKETING PROMOTIONS COORDINATOR

### Job Description

M-GURUSH seeks to hire an enthusiastic, self-driven and experienced marketing promotions coordinator to recruit, train and manage a team of marketing representatives to talk to customers about m-GURUSH and the benefits of the service.

### Main Responsibility

You will be trained by m-GURUSH and will then recruit, train, and manage a lean team who will be assigned to different locations daily throughout Juba to educate customers on the use of the platform.

1. Recruit, train and lead a team of marketing representatives that you think will be effective for customer education
2. Manage the daily promotion schedule for on-ground promotion and campaign activations
3. Propose ideas to communicate with and activating customers offline
4. Manage the team's communication material
5. Daily reporting of success and learnings
6. Daily reporting on resources that have been utilized in the process of promotion
7. Share feedback and concerns of customers

### Skills and Qualities Required

1. Proven work experience as a campaign activation supervisor
2. Responsible communicator in both English, Arabic and local languages: understand the training materials and answer customers' questions efficiently
3. Graduate – bachelor's degree
4. Outgoing, friendly personality and a desire to meet new people
5. Tech savvy
6. Good work ethic and professional attitude
7. Commercial mindset
8. Proven experience in reporting – experience in use of reporting tools is an added advantage

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