

Vacancy:

Sales & Business Development Officer – Hospital Services

Ref: 2025- 13



Comprehensive Community Based Rehabilitation in Tanzania (CCBRT) aims to be the preferred provider of accessible specialized health services in Africa and serves as healthcare social enterprise and through development programmes in the community and the most vulnerable. Committed to preventing lifelong disabilities wherever possible, CCBRT is also engaged in extensive maternal and newborn healthcare (MNHC) activities including obstetric fistula repairs. Its Maternity and Newborn Wing serves as a referral centre for high risk and emergency deliveries in the region of Dar es Salaam and the Eastern Zone of Tanzania.

In order to strengthen the Billing & Credit and department, CCBRT is seeking a ***dynamic and results-oriented Sales & Business Development Officer*** to drive service uptake, build strategic partnerships, and grow our client base.

Your role

The Sales & Business Development Officer will be responsible for driving the growth of hospital services through strategic client acquisition, partnerships, and market outreach. The role involves identifying new business opportunities, building and maintaining relationships with key clients (corporates, insurers, referring doctors), and promoting hospital services to increase patient volumes and revenue. The officer will work closely with marketing, operations, and clinical teams to position the hospital as a provider of choice in a competitive healthcare market.

Your qualifications and workexperience

- Bachelor degree in medical field (e.g MD, DDS, LAB, Nursing etc) from a well recognized institution is required
- Degree in Marketing, Business Administration, Health Management, or related field as additional qualifications are an added advantage
- At least 5 years of experience in healthcare sales, business development, or client relationship management is a must
- Strong understanding of hospital operations and medical services.
- Excellent communication, negotiation, and presentation skills.
- Proven track record in achieving sales targets.
- Fluent in English and Swahili
- Presentation and communication skills
- Problem Solving

If you are interested, please submit your curriculum vitae with 2 references and a cover letter telling us why you believe you are the right person for the role.

CCBRT is an equal opportunities employer and encourages people with disabilities to apply. Please send your application via email to: recruitment.ccbirt@ccbirt.org. The selection process for shortlisted candidates contains several assessment rounds.

Please indicate job reference number: 2025-12 | **DEADLINE FOR APPLICATIONS: 8th July 2025**
(selection process is ongoing so assessment might commence upon receipt of suitable applications)

Vacancy:

Physiotherapist (2) and Occupational Therapist (1)

Ref: 2025 - 11



Comprehensive Community Based Rehabilitation in Tanzania (CCBRT) aims to be the leading provider of accessible specialized health services in Africa and serves - as healthcare social enterprise and through development programmes - the community and the most vulnerable. CCBRT is Tanzania's largest local provider of disability and rehabilitation services in the country. Committed to preventing lifelong disabilities wherever possible, CCBRT is also engaged in extensive maternal and newborn healthcare (MNHC) activities including obstetric fistula repairs. Its Maternity and Newborn Wing serves as a referral centre for high risk and emergency deliveries in the region of Dar es Salaam and the Eastern Zone of Tanzania.

*In line with strengthening our physiotherapy and Occupational Therapy services, we are looking for **a dedicated Occupational Therapist** to join our rehabilitation team in **Moshi & Physiotherapist(s)** to join our rehabilitation team in **Dar es Salaam**.*

The role

Provide quality physiotherapy and Occupational therapy services (including counseling and education) to CCBRT clients according to CCBRT guidelines. Supervise, train and assist the community workers (LSTs) in recognizing disability aspects, Refer and provide education to the Support Unit services. Participate and actively engage in team meetings, collaborate closely with the other physiotherapist and Occupational therapist of CCBRT and Execute tasks for the team.

Organize instruction groups and group interventions for specific clients (type of pathology), *Order* measure and provide necessary equipment (postural support and mobility aids) for the clients. Participate in the preparation of periodical performance reports, identify the request for service for equipment/tools/machinery used for physiotherapy and occupational therapy treatment, Prepare and execute an individual rehabilitation plan with goals and Interventions, refer clients to other services within CCBRT if available to help achieve maximum positive outcome.

Be a team player that is punctual, committed and executes tasks that are to be completed by the team. Collaborate closely with the other physiotherapists, occupational therapists and staff in the rehabilitation team. Ensure administration regarding patients is completed as per CCBRT guidelines and systems.

The candidate

- Diploma or Bachelor Degree in Physiotherapy / Occupational therapy
- Licensed Physiotherapist/ Occupational Therapist who is allowed to practice by Medical Council of Tanganyika
- A member of Association of Physiotherapists/Occupational Therapist in Tanzania
- Able to use electrotherapy machines
- Specific trainings will be added value (CP Management, Back pain management, basic wheel chair)
- Computer literate
- Good presentation skills
- Excellent interpersonal and communication skills (both English and Swahili)
- A pro-active attitude and eagerness to work

If you are interested, please submit your curriculum vitae with 3 references and a cover letter telling us why you believe you are the right person for the role.

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Indicate job reference no: 2025 - 11 | DEADLINE FOR APPLICATIONS: 30th June 2025
(selection assessment might commence upon receipt of suitable applications)