



Delta Beverages

Become an Official Delta Beverages Distributor

Delta Beverages is the name behind the manufacturing, marketing and distribution of Lagers, Sparkling Beverages, Shumba Maheu and Sorghum Beer in Zimbabwe. Delta Beverages is seeking capable entrepreneurs and established businesses to apply for appointment as Official Delta Distributors to re-distribute beverages within designated redistribution areas in Zimbabwe.

Target Territory: Chitungwiza.

Product Scope: The successful distributor will handle Delta Beverages' sparkling beverages, complementary beverages and energy drinks portfolio, covering returnable glass bottles, PET packs and cans.

Operating Expectation: Applicants must demonstrate capacity to service the market daily, maintain product availability, execute assigned routes and deliver high customer service standards within Chitungwiza.

Investment & Eligibility Requirements

Applicants must meet all the following:

- Valid business licenses, permits and tax compliance documentation required under Zimbabwean law.
- VAT registration and ability to issue VAT-compliant receipts.
- Suitable warehouse facility with a minimum floor area of approximately 250 sqm, with adequate loading, off-loading and safe storage space.
- Capacity to maintain required floor stock and at least five days' buffer stock to ensure uninterrupted market service.
- Ability to provide suitable roadworthy delivery vehicles and supporting manpower for efficient redistribution.
- Experienced sales cadets, with at least one sales cadet for every 150 outlets in the assigned area.
- Ability to operate in line with Delta Beverages execution, merchandising, housekeeping, safety and Distributor Operating Standards requirements.

Why Partner with Delta Beverages

- Opportunity to partner with one of Zimbabwe's leading beverage manufacturing and distribution company with a strong portfolio of trusted brands.
- Access to Delta Beverages' Sparkling, Complementary and Energy Beverage portfolio, including returnable glass, PET and can packs.
- Structured support through sales execution guidelines, operating standards, training and ongoing market development engagement.
- Clear redistribution area allocation, route programme expectations and performance criteria to support sustainable growth.
- Potential to earn agreed distributor margins and variable incentives subject to target achievement, execution standards and agreed commercial terms.
- Long-term partnership model focused on product availability, market penetration, trade service and disciplined execution.

How to Apply

Interested applicants who meet the above requirements are invited to submit a formal expression of interest with the following details:

- Full registered Business Name, Trading Name, Physical Address and Proposed Redistribution Area.
- Contact person, phone number, email address, business licence details, VAT registration status, warehouse capacity and available fleet details.
- Applications must demonstrate capability to comply with Delta Beverages' distributor operating standards, stockholding requirements, sales coverage model and route-to-market execution expectations.

Required Supporting Documents

- Company registration documents and business profile.
- Valid business licence, tax clearance and VAT registration documents.
- Proof of warehouse ownership, lease or access, including warehouse size and location.
- Fleet schedule showing available vehicles, carrying capacity and roadworthiness status.
- Summary of current business operations and distribution experience, where applicable.
- Evidence of financial capacity to support stockholding, fleet, warehouse and staffing requirements.

Selection Criteria

- Financial capacity and ability to fund the required distributor operation.
- Warehouse suitability, stockholding capacity and compliance readiness.
- Fleet availability, route-to-market capability and ability to service outlets consistently.
- Sales coverage model, staffing structure and customer service capability.
- Commitment to Delta Beverages' execution standards, operating discipline, compliance and brand protection requirements.

Applications should be submitted via email: c.muyambo@delta.co.zw

Application closing date: **17 August 2026.**

Delta Beverages reserves the right to accept or reject any application. Appointment as an Official Delta Distributor will be subject to due diligence, internal approval and conclusion of formal distributor agreement terms.

Only shortlisted applicants who meet the minimum eligibility and operational requirements will be contacted.

The future is in our brands

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