



Tanzania Petroleum

All About Oil and Gas in Tanzania

Opportunities



HUSSEIN BOFFU

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TESTIMONIAL

From my first interaction with Hussein boffu, I realized he was fully committed in the oil and gas sector. We frequently share our best practices and concentrate on expanding our combined knowledge base, and I believe, with his skills and knowledge, Tanzanians can benefit a lot. –**Peter S. Hermes, Managing Director, Tanzania Mines, Gas and Oil Company Limited.**

I met Hussein recently on the internet and knew immediately that he was committed to create awareness in the booming oil and gas sector in Tanzania. I haven't seen a passion for the oil and gas sector greater than Hussein's. He knows his stuff. –**Abraham Adekunle, writer from Lagos, Nigeria.**

I was amazed when I first found his informative article on the internet. My reaction? Wow. It was the absolute best anyone could offer the petroleum industry. So I emailed him for a face-to-face interview. And we met. Seriously, I have a strongly feeling about him. Hussein Boffu tends to enlighten people who are passionate about doing business in the oil and gas sector in Tanzania. –**Mussa J. Mlindwa, Commercial Assistant, American Embassy, Tanzania.**

INTRODUCTION

This eBook is for foreign investors who are keen on entering Tanzanian oil and gas market; for locals who want to start oil and gas business; for people who are looking for oil and gas jobs in Tanzania.

Looking to invest in the oil and gas sector in Tanzania? Do you want a job in the petroleum industry? If so, you're in the right place.

Across Tanzania, the abundant natural gas is underway. New exploration. New discovery. Tanzania has become a powerful magnet for foreign investors. And the industry is booming right now.

As many of you know, the most recent major gas was found by UAE private firm Dodsal group in Tanzania. And a few weeks ago, there are a lot of talks about the best route for Uganda oil export pipeline. Thankfully, Uganda picks Tanzania rather than Kenya.

So what does all mean?

That means if you're looking for the industry that'll offer both exciting business and employment opportunities, you can't do better than Tanzania's oil and gas industry.

Don't worry, joining Tanzanian oil and gas industry is not as hard as it looks.

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However, unless you have detailed information you will never be able to join the industry. The industry is growing at an alarming rate. Energy demand is increasing. But we just sit on the backbench and watch few people playing the game.

What if I told you that you are not late? What if I told you that you can make huge cash, too, either working or doing business in the sector? Read on to find out how.

CHAPTER ONE: HOW TO TRIPLE YOUR CHANCE OF GETTING A JOB IN THE OIL AND GAS INDUSTRY

Making the Most in Oil and Gas Jobs in Tanzania

It might be difficult to find the right job immediately. The oil companies you contacted might take longer to respond. Or you may not know where to begin. Here is the quick look at making the most in the oil and gas jobs in Tanzania.

There are jobs available in the petroleum industry. Tanzania's oil and gas industry offer employment to various disciplines—accountants, human resources, lawyers, engineers, security, welders, etc.

And the great news is that many oil and gas jobs can only be learned with on-the-job training. If you are a lawyer, welder, security, driver, even if you have basic accounting skills, tell the companies. You could easily be put on a path to becoming an oil and gas bookkeeper.

These tips have helped many Tanzanians get into the industry. And it can work for you, too.

How to Find Oil and Gas Jobs

#1: Look deeply into Yourself: Before you go out to look for oil jobs, analyse what you want and where you want to be in your career in the future. Identify your marketable skills and things you can do that someone in the industry be willing to pay you for. Here are three questions you should ask yourself :

1. What did you learn through experiences or education that can enable you to make a contribution to the company?
2. What personal activities do you most enjoy?
3. Do you like fieldwork or office work? You'll often be successful doing the activities you enjoy the most.

The cool thing is that the more specific and clear you're about yourself. The easy you find the oil and jobs.

#2: Act as an Employee: The big mistake many job seekers make is to feel as unemployed. But this is not for you. Use your time wisely. Learn new things every time. And do things that will move you closer to a job interview. The more active you are, the more information you get about oil and gas jobs. And you'll stand much chance in your job search than someone who stays at home waiting for somebody to call him for an interview.

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#3: Look for currently promoted people in the company: Read business magazines, both local and national. And check the internet regularly. Look for key people in the oil and gas companies especially those who recently promoted. Because people who promoted can easily make staff changes. Know their names. Call or email them and make an appointment to see them. Then tell them you're looking for jobs in their company. The more people you see and talk to, the more someone will want to hire you.

#4: Get a mentor: You must have someone provide advice for you in your career. A good mentor will be there to guide you once you have a question about your career. A mentor will show you a roadmap to navigate a career in the industry. Talk to them about their jobs. And ask for advice about the oil and gas industries. The cool thing is we have some local workers in major oil companies. To better connect with them, create a LinkedIn profile. Look for oil professionals and tell them you want to be mentored. Trust me, you'll be amazed at the result you get. People love to teach others. And for that reasons, they will agree.

#5: Sell yourself: You're similar to a product that is for sale . When you're looking for a job, you sell yourself. And your prospective employer is a customer. So write a resume that gets results. Write a resume that convinces your prospective employer that you're the right person to fill the position.

#6: Identify the booming segment of the oil industry:

The petroleum industry has three segments: upstream, midstream and downstream

Upstream operators get oil out of the ground, midstream operators represent transportation of oil and gas while downstream operators sell and market petroleum products. Midstream and downstream segments are booming in Tanzania right now. Uganda-Tanzania oil projects will create more jobs. And jobs are available in marketing oil companies as well

Where to Find Oil and Gas Jobs

#1: University career fairs: Oil and natural gas companies have been recruiting students from local universities for years.

Attending career events will enable you to meet recruiters and employers of oil companies who need your skills.

During a career fair, you would be doing a series of interviews, and when you win competitions, you receive a job offer from oil companies.

Students from University of Dar es Salaam (UDSM) and Dar es Salaam Institute of technology (DIT) are living testimonies to this. They landed oil jobs prior to their graduation date.

As I'm writing this, some of them are enjoying their career with multinational oil firms like Schlumberger, Halliburton, and Pan-African energy.

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Find information on oil and gas careers fairs. Get in touch with the local universities. Below are universities career fair centers for oil and gas companies

- **University of Dar es salaam (UDSM)**
- **Dar es salaam Institute of technology (DIT)**

#2: Company websites: Most oil and gas companies often post vacancies on their website before posting elsewhere.

By registering for free on their website, you will be able to see all vacant positions, and you can apply directly through such sites.

You don't need to be an internet expert to apply for such jobs. They provide necessary details about the application procedure.

When you meet qualifications required for a particular job, they will contact you through phone but in most cases through your email address.

The best fun thing is that we now have some Tanzanians working with petroleum companies. Thanks to applying through company websites.

Here are oil company websites you can apply:

<http://www.bakerhughes.com/careers>

<http://careers.slb.com>

Make sure you post your resume on each website as they save it in their database. You never know when the first call for an interview will come.

#3: Job Portals or jobs sites: Job portals and sites are designed to help job seekers, employers, and recruitment

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agencies meet. It has its own resume database. And it contains tips on oil and gas resume writing and job interview technique.

- Oil and Gas Job Search.com
(<https://www.oilandgasjobsearch.com/>)
- OilandGasPeople.com
(<http://www.oilandgaspeople.com/oil-and-gas-jobs-search/s/tanzania/dar-es-salaam/>)
- OilandGasCommunity.com
(<http://oilandgascommunity.com/>)
- Rigzone (<http://www.rigzone.com/oil/jobs>)
- InfoOilcareer (<http://careers.infooil.com/>)

When you register and upload your resume to those sites, you'll be visible to all petroleum companies and employment firm in the industry.

#4: Network, Network, Network: Instead of posting jobs on job boards, which costs a company time and money to find you, many employers use current employee inside the company to look for ideal candidates to fill positions.

As you're looking at a career in the oil and gas industry, strengthen your network by asking friends and family about others who are already working with petroleum industries and network with them.

#5: Conferences and seminars: Here's where many people run into problems. Oil and gas conferences are announced every time. But they're costly. And many jobs seeker have a limited budget. So how do you solve that? Look

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for free conferences and ones that suit your budget. And there are a lot of them if you keep yourself updated with the industry.

Even if it's unrelated to oil and gas, go out, network with people and make new contacts.

#6: Stay up to dated with the trend in the industry:

Information is power. Better to be informed than to be *deformed*. If you know the latest trend in the petroleum jobs, you stand much chance of making of passing an interview.

#7: Employment Agency: Recruitment firms will narrow your search for oil and gas jobs in Tanzania because they are committed to linking job seeker with oil firms. And they make huge profit helping you to land jobs in the industry. Here are the links for recruitment firms dedicated to helping Tanzanians get the jobs in the industry:

- <http://www.proactivesolutions.co.tz/>
- <http://www.radarrecruitment.com/>

Make sure you send your resume to each firm. Submit your resumes to their database.

#8: Social Media: Social media is a nice platform to meet with people regarding your interest. If joining the oil and gas industry is your passion, the social media I recommend you to use is LinkedIn. It will expose you to the world of recruiters and peers.

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Don't be shy to ask people for information or advice on LinkedIn about oil and gas matters. Because LinkedIn is designed for business purpose.

What If You Don't Have Oil-and-Gas Related Background?

The best part is that most Tanzanians already working in the oil and gas industry have backgrounds unrelated to the oil industry. The industry hires everybody provided you have a strong mind. And you'll be trained along the way until you adapt to the industry.

Your qualification doesn't matter. But here are essential things that could determine your participation in the oil industry.

#1: Competence: It's the ability to get a job done. And this can be developed through lifelong learning and continuously upgrading your skills.

If you are an engineer, you must be a good engineer. If you are a technician, you must be the best. The same to oil and gas accountants and welders.

Your ability to get a job done faster, better, and how competent you are is what determine your participation in the Tanzanians oil and gas sector rather than your qualification and expertise.

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#2: Contact: Some jobs are not widely advertised or posted. But the more people you know who know you, the more referral you get and the more you increase the chance of getting into Tanzania's oil and gas industry.

Seriously, many oil and gas jobs are filled because of someone who knows someone else.

Tell friends and relatives that you want to get into the industry. Ask for referrals. Make sure they know you are available for job—never underestimate the power of networking in the Tanzanian oil and gas industry.

#3: Qualities searched by employers: Oil and gas employers look for candidate with the following qualities:

- **Problem-solving ability.** Your ability to understand and use information to come to a solid solution is crucial in landing jobs.
- **Ability to work as a team.** Teamwork is the heart of oil and gas business Your willingness to work as a team are critical in landing jobs in the petroleum industry.
- **Leadership skills.** This is your ability to take responsibilities, volunteer assignments, and perform at a higher level to achieve company goals without making excuses.
- **Good communication skills (written and orals).** This represents not what you say. But how you say it.

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- **Strong work ethic.** This is the ability to be true and honest to yourself and others. This is when you admit your mistakes and weakness.

Tanzania needs more local workforce to handle petroleum resources. To come out ahead, enrol in government-established petroleum courses in local universities to train nationals in oil and gas domain.

If you wondering where to go for this trainings, below is the list of education institutions in Tanzania that provide oil and gas courses:

- Nelson Mandela African institute of Science and Technology (Arusha)—Master of Petroleum and Gas Science and Engineering
- University of Dar es Salaam—offers a bachelors degree in Petroleum Engineering, Petroleum Geology, and Petroleum Chemistry.
- University of Dodoma (UDOM)—offers a bachelors degree in Petroleum Engineering.
- Dar es salaam Institute of Technology (DIT)—offers a bachelors degree in Oil and Gas Engineering.
- Mineral Resources Institute (MRI)—offers diploma in Petroleum Geoscience.
- Earth Sciences Institute of Shinyanga (ESIS)—offers diploma in Petroleum Geology.

However, never rely on these certificates to get a job in the Tanzanian oil and gas industry. You must know the industry
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very well. Perhaps even the basic terminology like hydrocarbon, etc.

CHAPTER TWO: OIL AND GAS COMPANIES THAT HIRE TANZANIANS

#1: National Oil company: (NOC) State-owned companies of an oil and gas producing host country. Companies like:

- TPDC In Tanzania
- ADNOC In Abu Dhabi
- PEMEX In Mexico
- Statoil in Norway

#2: Services companies: They never produce or search for Oil. They do not sell or transport oil. But they have man powers, expertise , and technology to help services in the petroleum industry.

They are the biggest employer in the oil sector. Many Tanzanians who are already working in oil firms they fall into this group

#3: Petroleum exploration companies: They get out oil and gas out of the ground.

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- Swala energy Limited(<http://www.swala-energy.co.tz/>)
- Maurel and prom(<http://www.maureletprom.fr/en/>)
- Wentworth resources Limited(<http://www.wentworthresources.com/>)
- PanAfrican Energy Tanzania Limited(<http://panafricanenergy.com/>)

#4: Supermajor : They are companies that they do everything. From searching for oil, transportation and selling. They are only 5 in the world. Including:

- Total
- BP
- Shell
- Exxon Mobil
- Chevron

#5: Pipeline Companies: These are responsible for installing and servicing pipelines in several locations.

But note: there are only two kinds of pipeline construction companies.

- Dry utility this represents natural gas jobs
- Wet utility this involve transportation of petroleum products

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Jobs in the petroleum industry in Tanzania are booming right now. And the current Uganda–Tanzania oil-export pipeline projects will create over 15,000 jobs.

CHAPTER THREE: TANZANIA'S OIL AND GAS INVESTMENT OPPORTUNITIES

Tanzania has considerable opportunities in its gas plays. No matter who you are, you can tap into such opportunities right away. In other words, the industry is a money-making cake.

Still doubting? Keep reading and you'll find out.

Here are two ways to do business in Tanzanians oil and gas business:

#1: Local business: To run business in Tanzanian oil and gas industry, register your business with Business registrations and license agency (BRELA), which is responsible for business registration in Tanzania.

According to Tanzania's local content policy 2014, it defines that the company or business registered to offer goods and services to oil and gas industry must be wholly owned by Tanzanians or with at least 51% of share owned by Tanzanians.

What does it mean? It's simple! A company that has 51% share or above belongs to Tanzanians nationals.

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#2: Partnership: What if you don't have enough capital? What if you have limited abilities? It's not an excuse to participate in the Tanzanian oil and gas industry.

If you don't have enough capital and resources to invest in Tanzanian oil and gas industry, then you can join forces with those having abilities and financial muscles and transform your idea into great oil and gas business.

But listen up. Here's the secret nobody tells you. Many local companies that offer products and services entered into a partnership with foreign companies. Guess what? They help them in expertise, training research even scientist. You can do the same.

How to Enter Tanzania Oil and Gas Market as Foreign Investors

To expand your business in Tanzania, you must know local culture and customs, regulation and certification for pricing your products for local retailers and wholesalers, logistics (this includes port authorities, freight rates. Perhaps political and economical in the country.)

Interested foreign companies and investors must first visit Tanzania to research the market and meet potential partners as the Tanzanian government prefers joint ventures especially in order to access the land.

Ways to distribute services and products in Tanzanian Oil and Gas Sector

#1: Local agent: It's the best approach to move your products and services in Tanzania. In this regards, you'll enter distribution agreement with local agents as a wholesaler to sell products and services to local firms.

#2: Set Up Local Offices: To run a legal business in Tanzania, register with Business Registration and licence agency (BRELA), which is responsible for business registration in Tanzania.

Here is the link contains steps to establish local offices in Tanzania:

- <http://www.brela-tz.org>
- <http://www.tic.co.tz>

#3: Enter Into Joint venture: As the government encourages partnership between local business and foreign investors, you can easily sell your products and services in Tanzania in such way.

As a foreign investor, you'll benefit from local partners, knowledge of culture, political system, business system, and access to land in which foreigners cannot own.

Most foreign oil and gas firms have been entering into joint venture with Tanzanian Petroleum Development Corporation as well as local private companies. And it can work for you too.

Tip:

Prepare for the language barrier.

English varies significantly from country to country, and from market to market. And in Tanzania, English is a second language. So, be prepared for those language differences. Learn the local version of the language, and learn the local market business jargon. It will show that you care about the local culture.

Two Types of Investment Opportunities

- **Downstream.**

It represents marketing and sale of crude oil products and natural gas. So, things in downstream include diesel, petrol, kerosene, grease, engine oil, lubricants, fertilizer, etc.

- **Upstream.**

It involves searching for and getting oil and gas out of the ground. Sometimes it is called exploration and production.

Downstream Investment Opportunities

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#1: Start a petrol station: This is a worthwhile investment in Tanzania that ensures a solid return. But it's capital intensive. For a petrol station, you need start-up capital ranging from 450 millions to 500 millions.

The profit margin for this business is mouth-watering. A profit is not less than Tzs 210 per liter.

If you sell 5,000 liters a day, you'll be making a profit of $Tzs 210 \times 5000 \text{ liters} = 1,050,000$. And that is the lowest profit you can make after all expenses. But if you land a wonderful major supplier who sells products at a reasonable price you'll earn beyond.

#2: Start petroleum product transportation: Your job is transporting diesel, petrol, kerosene to various petrol station across the country. All you need to go into this business are trucks and drivers. You get petroleum products from the depots. You supply to the retailers on demand. You cash money. And smile to the bank. Depending on the location product will be taken and the capacity of the tanker. But at the depot today, they will pay you Tzus 100 per liter from Dar es salaam to Mtwara.

For starters with a tank of 18,000 liters, he will get Tzs 1,800,000. And after all expenses, you'll have a net profit of Tzs 1,000,000.

If you get 4 trips in a month, you'll make a profit of $Tsh 1,000,000 \times 4 = Tsh 4,000,000$.

#3: Fuel importation: People are making millions of dollars annually in this business. You can come in, too. And

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make huge cash. To make out ahead, you should have tank farm to store fuel products.

Importation of fuel is a lucrative business in Tanzania. However, a solid infrastructure, fuel depot and permit and licenses from Ewura are necessary. Also, you must be a member of Petroleum Importation Coordinator, which is the company responsible for coordinating petroleum products in the country. Also, they prepare periodic petroleum tender to get the winner of the tender.

#4: Launch lubrication oil: The market for this business is huge as the vehicle owners and factories are seriously interested in it.

To help their equipment and operation run smoothly, engine oil, automatic transmission fluid, brake fluid, and greases are top selling products in the lubricant market.

Upstream Opportunities in Tanzanian Oil and Gas Sector

The upstream sector is where lots of people try hard to make me believe in. All money in the industry is in this segment. It requires huge capitals advanced technology. It's a high-risk business but yield healthy return, too.

Okay, let's meet them.

#1: Exploration projects: In this projects, interested investors will be required to buy or lease land involving in

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searching for oil and gas deposits. If you strike oil or gas, you will have profit up to 10 times for what you invested.

Otherwise, you will lose everything. It depends on the rig type. But it costs, at least, \$500,000 a day to search for oil in the deepwater. So a day you spend \$500,000. In a month, you will spend $\$500,000 * 30 = \$15,000,000$.

What if exploration process takes up to 2 months? So picture this: you lease land for millions of dollars. And you spend \$500,000 a day to search for something that you're unsure whether you'll find.

This business has high risks. But it's suitable for companies having high-risk tolerance.

#2: Services business: The entire process of searching for and extraction of petroleum resources done by oil companies requires a wide range of heavy equipment and instruments.

To make the process of oil and gas exploration into fruition and avoid unnecessary accidents and loss, this equipment requires constant maintenance.

And this is where the idea of a service company begins. However, this kind of investment requires expertise as well as advanced technology.

Other Areas In The Solutions Sector Of The Upstream Are:

- Development and Installation
- Maintenance
- Pipelines
- Well Services

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- Transport Support Solutions.

CHAPTER FOUR: MORE INTERESTING BUSINESS OPPORTUNITY IN TANZANIA'S OIL AND GAS SECTOR

#1: Oil and gas training university: The local workforce challenge is substantial. A lot has been done but still, more local labors are needed to handle Tanzania's oil and gas. Guess what if you start a local institute to train local technicians, engineers, even accountants? Much better if you'll also run vocational training institutions. You can even submit your idea to oil firms. And if it will impact their business, they'll fund you, and give you qualified trainers.

#2: Start recruitment agency: On receipt of job orders, and sending oil clients several candidates, oil firms pay you a percentage of individual annual salary based on your agreement. It's a lucrative business in the petroleum sector, as you serve millions to get into oil and gas companies.

#3: Oil and Gas pipeline security business: We do love when gas is transported from Mtwara to Dar es Salaam.

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And I am thrilled with government strategy to run the oil pipeline from Uganda to Tanzania

Do you know why? Because the pipeline must be protected from attack and leakage.

And is the point you make massive income when you protect the pipeline from threats with security experts. You should hire local communities who live near where the pipeline passes.

#4: Sell oil and gas equipment: Oil and gas companies involve in searching for and drilling oil and gas need a broad range of equipment and machine.

So by supplying drilling bits, casing pipes, drilling string, etc. you stand much chance of reaping a good profit.

#5: Buy oil and gas company stock: It's a cool way to make living in Tanzania's gas as the oil companies sell a share in the stock market.

Oil share is in higher demand. But set a call to a broker who will give you a road map for reaching your desire.

#6: Oil and gas consultancy services: Do you like to meet new people? Have good communication skills? And oil and gas training? Then you ought to consider helping people in key issue related oil and gas sector. To improve the efficiency of workers in national oil companies and its relevant ministries, we need different types of training such as leadership skills, planning skills, and oil and gas management. Pick an area of your expertise and start consultation business. Also, oil firms want to improve sales too.

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The funny thing is this, even without capital yet, you can still start this business at home and sell your insight to millions.

#7: Developing Oil and Gas software and application:

The rapid growth of technology industry has led to creating immense opportunities in the oil industry. Fortunately for you, in the petroleum industry, there's room for improvement. You can either make the operation run safer or save time in operation.

If you love computer programming (coding), start building and selling software that best fit the oil business.

Are you capable of building software that helps oil and gas operation run safer? If yes, act now and make millions from gas the market.

#8: Oil and gas cleaning and food services: The biggest portion of Tanzania's gas is in the deep sea. And many rigs and ships tend to be used in developing natural gas.

Such installations have people who need food stuff and live in clean places. You make huge cash when you offer cleaning and food service to the oil and gas companies.

#9: Run petroleum radio/tv show: To raise awareness, we must inform Tanzanians about oil and gas industry. Launch your radio/tv show that addresses a key issue in Tanzanian gas.

And you make money from oil and gas players who want to advertise their products and services.

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#10: Supportive services: This includes transport services, oil pipeline, shipping and logistic services, accommodation services like hotels, etc. Oil and gas workers and executives need transport from offices to the field.

#11: Cooking gas: It's a good business for a smart entrepreneur like you. Why? Many Tanzanian have been starting to use gas for cooking and domestic purpose. With approximately 57.2 trillion cubic feet of natural gas discovered in Tanzania. Cooking gas would be in dire demand. And would result in better return.

#12: Oil and Gas Writing: If you're passionate about writing, this is the business for you to profit. You can make money writing oil and gas article for the Local newspapers, and oil and gas start-up.

Fortunately, Tanzania's magazines pay Tsh 30,000-50,000 per articles within 30 days of publication. If you write 4 article you earn $Tsh\ 50,000 \times 4 = Tsh200,000$.

But if you're fast enough to craft 10 article. You make $Tsh\ 50,000 \times 10 = Tsh500,000$.

The amount you make doesn't matter. But it's the peace of mind. No boss around. You get out the bed in the morning any time you like. You make some tea. You grab your laptop. You settle in on the couch and start your work in your pajamas.

You're own boss. So nobody gets tells you what to wear. Above all, every article you write transforms somebody's life.

ABOUT THE AUTHOR

I'm Hussein Boffu, a petroleum industry professional in Tanzania, specializing in Petroleum Geoscience.

I'm committed to helping Tanzanians interested in the oil and gas industry. I'm pleased to be recognized by various companies in and outside the country such as Tanzania Oil, Gas, Mines Companies Limited, ACM Alpha Limited and 360 degrees.

I'm happy to help some Tanzania launch their oil and gas companies through my strong articles.

I've written informative oil and gas article in local magazines like The Guardian Newspaper.

I'm presenting opportunities emerging in the oil and gas industry in Tanzania in some local television stations.

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