

Operational Sales Manager (Windhoek)

Type of Notification: Vacant Position
Employee Type: Full Time
Employee Status: Permanent

Closing Date: 16 December 2025

The Operations Sales Manager duties will include, setting sales targets and to see that it is executed. A Sales Operations person supports the sales team. The evolving field of sales operations covers a diverse set of roles and responsibilities and is meant to assist in the sales process to increase sales productivity, revenues, and profits.

KEY PERFORMANCE AREA

- **Data Management:** The Operations Sales Manager manage and evaluate data to determine the effectiveness of a product or campaign.
- **Contract Proposals:** Creates contracts that satisfy both company and customer needs.
- **Sales Forecasting:** By recognising past trends, Sales Operations allows employees to forecast future sales.
- **Territory Definition:** Sales Operations must outline and define various sales territories.
- **Training:** To have a successful sales team, the responsibility of training new and current employees often falls under the responsibilities of Operations Sales Manager.
- **Evaluation and Implementation:** By evaluating data, the Operations Sales Manager ensure the success of a product or implement new sales plan if the evaluation yields unsatisfactory results.
- **Performance Management:** A high performing team needs to create and maintained by the sales Operations manager.
- **Sales Strategy:** The Operations Sales Manager is responsible for the execution of the strategy and future goals for a sales team.
- **Sales Team Organisation:** An efficient sales team is vital to the success of Operations Sales.
- The Operations Sales Manager is the point of contact between the sales team and the customer to ensure strategies are implemented.
- They are responsible for creating and maintaining documentation on sales processes, assisting with on-boarding new sales reps, and optimizing lead qualification and scoring.
- Sales operations managers own the end-to-end process of tracking the sales process and conversion rates throughout the sales process.
- Monthly reporting is a key responsibility in this role.
- Adhere to Company Policies and Procedures where applicable.
- Adhere to Health, Safety and Hygiene policies and practice

SKILLS AND KNOWLEDGE

- Analytical person to understand the dynamics of sales in general.
- Highly skilled in the Sales environment
- Management skills to manage function and people.
- Excellent communication skills
- Collaboration with other departments is key in this role.



- Manage execution of marketing campaigns.
- The ability to plan, structure and manage all aspects of the Sales Function
- Highly Dependable and responsible
- Result driven with time management skills.
- Excellent planning and organizing skills.
- Material Management knowledge
- People skills for the management of the staff compliment

QUALIFICATIONS AND EXPERIENCE

- Degree or Diploma in Commerce, Marketing or Sales
- At least 5 years' experience in the field of Sales, Key Accounts and General Management
- Experience of the FMCG environment
- Excellent negotiation and communications skills
- Excellent leadership skills
- Computer literate
- Sales system experience will be an added advantage.
- Code B Namibian Driver's License

Wutow offers market related remuneration packages aligned with experience and qualifications. Applicants from previously disadvantaged groups and those living with disabilities are encouraged to apply. Interested applicant should apply using this link <https://www.wutow.com.na/vacancies/>. Please ensure to include three traceable reference contact. Only short listed will be contacted.