

Sales Manager: Windhoek
Type of Notification: Vacant Position
Employee Type: Full Time
Employee Status: Permanent

Closing Date: 12 June 2026

PURPOSE OF THE POSITION

The role manages QDVP4 (Quality, Distribution, Visibility, and Price) driving sales targets and revenue for the business. The role ensures that business plans are in place between Principals and customers, that instore execution meets expected standards, and that applicable brand building initiatives are implemented to increase brand market share. Key management areas include budget allocation, employee monitoring and motivation, customer service assurance, business opportunity identification, and financial activity monitoring.

RESPONSIBILITIES

- Strategic Planning
- Develop and implement effective local sales strategies and action plans to achieve company sales targets and profitable growth.
- Team Leadership and Motivation
- Develop and implement effective local sales strategies and action plans to achieve company sales targets and profitable growth.
- Sales Operations Management
- Manage sales operations, action sales improvement opportunities, and secure strong product presence within the market.
- Market and Customer Management:
- Monitor market trends, identify new business opportunities, analyse sales data, and build strong relationships with key clients, distributors, and channel partners.
- Reporting, Analysis and Budget Management:
- Reporting and Analysis
- Budget Management
- Provide leadership and direction in the development and execution of the sales budget and strategies relative for the assigned sales area.



QUALIFICATIONS AND EXPERIENCE

- Degree or Diploma in Commerce, Marketing or Sales field.
- Minimum five (5) years' relevant working experience within a Sales, Key Accounts and General Management role.
- Experience of the FMCG environment will be a distinct advantage
- Valid code B Licence

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.