

Field Marketer: X1 Katima Mulilo

Type of Notification: Vacant Position

Employee Type: Full Time

Employee Status: Permanent

Closing Date: 17 September 2026

PURPOSE OF THE POSITION

This role is responsible for executing, and monitoring merchandising strategies that ensure effective promotion and sale of products and support merchandisers to optimize and maintain retail store compliance.

RESPONSIBILITIES

- Achieve planned volume sales budget and scheduled projects.
- Execute sales objectives in line with commercial and trading terms.
- Execution sales against agreed sales and promotional plans.
- Support the development of and ensure execution of the Field Sales Strategy.
- Build and set up promotional displays, special bins, and other point-of-sale (POS) materials to attract customers.
- Manage and control promotional assets and equipment.
- Performance tracking: report on the success of campaigns and provide feedback to support the development of local marketing strategies .
- Regularly visiting retail locations to ensure compliance with merchandising standards and to monitor stock.
- Ensure products are correctly displayed, maintain shelf space according to brand standards, and verify accurate pricing and promotional signage
- Keep a keen eye on market trends and customer behaviour to advise on product placement and ensure presentations are appealing and effective.
- Negotiate with retailers for beneficial deals, including prominent placement, promotions, and shelf access, while building strong working relationships with store managers.
- Prepare and submit weekly and monthly rolling volume forecast for planning.
- Monitor stock levels, ensure proper stock rotation (e.g., following First-In, First-Out principles), and manage returns to meet company policies.
- Manage and control cost centre in line with cost budget.
- Work in close co-operation with Key Accounts, Sales Operations, Planning & Replenishment and Demand Chain Departments to ensure high customer service level

QUALIFICATIONS AND EXPERIENCE

- Grade 12.
- At least three (3) years' experience in Merchandising or Field Sales in the FMCG environment.
- 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