Sales Representative: X1 Keetmanshoop (Re-advertisement)

Type of Notification: Vacant Position
Employee Type: Full Time
Employee Status: Permanent **Closing Date: 25 November 2026**

PURPOSE OF THE POSITION

Sales representatives sell retail products and goods to customers. Sales representatives work with customers to find out what they want, create solutions, and ensure a smooth sales process. Sales representatives will work to find new sales leads, through business directories and client's referrals

KEY PERFOMANCE AREA

- Lead, motivate, direct, train, control and performance manage merchandisers in the trade.
- Execute sales objectives against agreed standards.
- Daily sales execution against agreed sales and promotional plans.
- Ordering of replacement goods, follow up and control of EDI order execution.
- Control stock and returns in line with FIFO stock rotation principles and agreed returns policy and targets.
- Achieve planned volume sales budget
- Support price monitoring and merchandising to price point.
- Administration of returns, sales reports, pricing claims.
- Control promotional assets and equipment.
- Comply with legal requirements and Competition Law.
- Work in close co-operation with Key Accounts, Sales Operations, Planning & Replenishment and Demand Chain Departments to ensure high customer service levels.
- Adherence to company policies, procedures, Standing Operating Procedures and methods.
- Ensure compliance to Health, Safety and Hygiene stipulations.

QUALIFICATIONS AND EXPERIENCE

- Diploma in Commerce, Marketing or Sales
- At least five (5) years' experience in Field Sales or Key Accounts in the FMCG environment
- Excellent negotiation and communications skills
- Excellent leadership skills
- Code B Namibian driver's license
- Computer experience in Sales Systems will be an added advantage

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.