



VACANCY: EXTERNAL

POSITION: SALES & BUSINESS DEVELOPMENT EXECUTIVE

REPORTING TO: COUNTRY MANAGER

LOCATION: WALVIS BAY

OMA Shipping & Logistics Namibia has an exciting opportunity available for a seasoned Sales & Business Development Executive. Reporting to the Country Manager, the incumbent will be based at our Walvis Bay Office and responsible for identifying new business opportunities, enhance existing networks and partnerships and expanding the Company's Market reach.

Key Responsibilities:

full responsibility for the Sales & Business Development activities of the company, including, but not limited to:

- Actively Identify and Pursue new business opportunities
- Develop and maintain relationships with existing and potential clients
- Create and deliver sales presentations and proposals
- Ensure Quotations done as per Company's internal KPI's
- Deliver Sales GP minimums as per Budget
- Prepare and submit regular sales reports and forecasts
- Support Country Manager in preparation of annual Sales Budget
- Superuser for Sales and CRM Systems and ensure engagements internally
- Ensure adherence to organizational policies, including credit terms and onboarding of customers

Qualifications, Experience & Skills

- Bachelor's Degree in Business, Marketing, Logistics & Supply Chain or related fields an added advantage
- Minimum 5 years in sales, business development or related role
- Excellent Communication skills, both oral and written
- Proficient in CRM Software and MS Office
- Good knowledge of Local and Regional / Cross Border Trade • Strong Organizational and time-management abilities

Applications for this role are exclusively accepted through our recruitment portal at www.jobopportunities.net. Please ensure your application includes a well-crafted cover letter, a comprehensive CV, and authenticated copies of relevant qualifications.

Deadline: 12 June 2025