

Now Hiring



MTC Maris is a wholly owned subsidiary of MTC, and an e-money issuer licence holder issued by the Bank of Namibia. It is the fintech arm of the MTC group and now requires the appointment of:

Channel Manager D3

The incumbent will report to the **GM Fintech**.

Job Competencies:

The role is responsible for developing and overseeing sales channels that are critical to the distribution of MFS products. The role is also responsible for ensuring products and services are effectively distributed through a robust network of merchants and agents by driving sales growth, expanding market penetration, and fostering enduring relationships with channel partners, directly contributing to MARIS's position as a leader in MFS.

- Design and implement a channel strategy that aligns with MARIS vision and MFS market needs.
- Set and track sales targets per region/channel. Regularly review KPIs such as transaction volume, active agents, and cash availability.
- Monitor product KPIs including usage, growth, NPS, and profitability.
- Establish, develop, and maintain strong relationships with channel partners (e.g. fintech platforms, financial institutions, online retailers).
- Manage and expand merchant and agent networks to optimise market coverage and service accessibility.
- Achieve sales targets and profitability objectives through channel partners, often involving a mix of direct and indirect sales.
- Ensure merchant and agents' needs are met by monitoring the handling of queries, turnaround times for dealing with queries and handling escalated queries.
- Effectively manage sales campaigns to increase sales targets in line with company strategy.
- Monitor the distribution sales targets via weekly and monthly reports.
- Ensure all channel partners adhere to operational standards and industry regulations. Conduct regular audits and risk assessments.
- Monitor the progress made by immediate subordinates and coordinate and direct their activities towards the achievement of the objectives and targets of the section.

Qualifications and Personal Competencies:

- Bachelor's degree in business administration, sales, marketing, finance or a related field.
- Postgraduate qualification in sales, marketing, channel management or related (advantage).
- Certification in channel sales, distribution strategy, or CRM platforms (required).
- Membership of professional sales or marketing bodies (e.g. MASA, CIM) (advantage).
- Work experience in sales, distribution or related field, 8 years.
- Channel management experience in financial services, telco, or fintech, 4-6 years.
- Experience working on CRM systems and sales performance metrics, 3 years.
- In-depth knowledge of channel development, partner management, and agent operations.
- Knowledge of regulatory and compliance requirements related to MFS sales channels.
- Proven ability to lead and develop sales teams, driving performance and achieving sales targets.
- Strong understanding of mobile financial products and customer behaviour.
- Strong analytical skills to evaluate channel performance and make informed decisions.
- Namibian citizenship or residency.

Application Closing Date: Thursday, 28 August 2025

Submissions should contain a comprehensive CV supported by a motivation (cover) letter and qualifications.

Application: (Please state clearly which position you are applying for) Attn: Human Resource Practitioner, Alexis Barry, P O Box 23051, Windhoek, or C/o Mose Tjitendero & Hamutenya Wanahepo Ndadi Street, Olympia, Windhoek

For electronic applications, please only apply via the recruitment site https://jobopportunities.net/jobs_search.aspx

No Hand delivered applications will be accepted.

NB: Only short-listed candidates will be contacted, and NO CV's or documents will be returned.

Previously disadvantaged people are encouraged to apply. MTC is an equal opportunities employer and offers a competitive remuneration package to the successful candidate.



Scan to apply

If you would like to apply, send your CV to careers@maris.com.na