



Vacancies x 3

Windhoek, Coastal & North

Sales & Relationship Officer - Value-Added Services

The Sales & Relationship Officer for Mobipay is responsible for driving sales growth, managing client relationships, and ensuring customer satisfaction. This role requires a dynamic individual with strong sales acumen, excellent communication skills, and the ability to build and maintain long-term relationships with clients.

KEY RESPONSIBILITIES:

- Sales Development
- Client Relationship Management
- Account Management
- Collaboration and Coordination
- Reporting and Analysis

KEY COMPETENCIES:

- Sales Expertise
- Relationship Building
- Customer Focus
- Strategic Thinking
- Communication
- Team Collaboration

QUALIFICATIONS

- 5 years experience in client relationship management and/or sales
- Proven experience in sales, account management, or a related role, preferably in the value-added services industry.
- Driver's license Code-B
- Strong understanding of value-added services and their application in various industries.
- Excellent communication, negotiation, and interpersonal skills.
- Ability to work independently and as part of a team.
- Strong analytical and problem-solving abilities.
- Proficiency in CRM software and Microsoft Office Suite.
- Ability to travel as needed to meet with clients and attend industry events.
- Proficiency in English and Afrikaans any other languages will be an added advantage.

This role requires a strong focus on field work, which includes client visits both in-town and out of town. Flexibility in working hours may be necessary to accommodate client schedules and business needs.

Closing date: 30 August 2024 - cv@mobipay.com.na