

VACANCY

SALES REPRESENTATIVE (NCA)

JOB GRADE: C4

DUTY STATION: ONGWEDIVA

Purpose of the Job

The Sales Representative (Northern Communal Area) is responsible for driving sales growth, enhancing brand visibility, and increasing market penetration of Meatco NCA products within the assigned territory. This role entails identifying and securing new business opportunities, maintaining and developing existing client relationships, and ensuring high levels of customer satisfaction through the implementation of effective sales strategies.

Qualifications & Experience

- A Bachelor's Degree in Sales and Marketing or equivalent qualification.
- A minimum of four (4) years' experience in sales, preferably within the beef or related industries.
- Experience in the food or FMCG sectors, with a proven track record in expanding market territories and distribution channels.
- Proficiency in CRM systems.
- A valid Code B driver's license.

Key Performance Areas

- Drive sales growth and enhance brand visibility of Meatco NCA products within the designated territory by developing new customers and expanding existing customer base across various distribution channels.
- Execute the sales strategy for the assigned area in alignment with revenue targets and overall company objectives.
- Proactively generate new business through cold calling, networking, and market engagement.
- Collaborate closely with internal stakeholders, including Sales, Marketing, Logistics, Agro-processing, and Finance teams to ensure high-quality customer experience and quality interactions with the brand.
- Prepare demand forecast reports by region and distribution channel and provide timely sales performance updates on a weekly, monthly and quarterly basis to your line Manager.
- Identify and recommend continuous improvement initiatives to enhance service delivery and customer satisfaction.
- Coordinate with the Stock Supervisor to monitor stock levels and product availability.
- Ensure effective management of the Meatco NCA brand and all marketing assets at customer outlets, including permanent merchandising and signage.

Please note that only short-listed applicants will be contacted. Suitable candidates from designated groups are encouraged to apply.

Please Submit Your CV and supporting documents to:
erecruitment@meatco.com.na

CLOSING DATE

28 July 2025