Commercial Manager

Phone : Web :



Job Summary

Vacancy:

Deadline: Jan 01, 1970 Published: Sep 01, 2025

Employment Status : Full Time

Experience: Any

Salary : Gender : Any

Career Level : Mid Level

Qualification : Bachelor Degree

Job Description

Role Context

Responsible for driving growth, strengthening customer loyalty and retention, and creating a high performing sales organization to meet and exceed country revenue and profitability growth targets.

Key Responsibilities

- · Leads the country's sales organization and is responsible for overall business growth, development and performance.
- · Builds strong commercial plans aligned with our Focus strategy, regional / country priorities and market opportunities to aggressively Grow DHL International (TDI) Business.
- · Provides measurable input into Namibia's overall business strategy with a focus on sales within Express guidelines.
- · Develops and implements sales strategies, tools and processes in line with overall DHL guidelines.
- · Drives the country's market growth and customer retention.
- · Reviews and advices on pricing, product mix, and brand portfolio policies.
- · Supports customer strategies, contract negotiations and supply chain management strategy.
- · Defines improvement areas based on pipeline reporting in collaboration with sales effectiveness.
- · Analyses the value of key technologies and industry development and identifies change needs within the sales function.
- · Identifies problems and updates or modifies working methods without defined procedures.
- · Reviews and monitors sales performance periodically and refines sales strategies as required
- · Determines improvement areas based on pipeline reporting in collaboration with sales effectiveness.
- · Influences Marketing initiatives in country.
- · Persuades other internal and occasionally external parties to accept complete proposals and programs where there may be little interest in cooperating or participating.
- · Builds strong relationships and co-ordination strategies with marketing and regional sales structures to enhance working processes and productivity.
- · Approves all major country sales strategy and development projects.
- · Recruits and develops the members of the country's sales leadership team; keeps them motivated and oversees their task assignments.
- · Approves key personnel decisions for the function.
- · Generates commitment, motivation and enthusiasm to company and division.
- · Leads and manages teams; determines team structure, roles, performance targets in co-operation with country leadership.

Evaluates performance and proposes performance-based compensation for direct reports.

Education & Experience

Education Bachelor's Degree in Business / equivalent Marketing Sales Management Qualification is an added advantage Experience 5 years minimum prior experience in a sales leadership role Acquaintance with business development or marketing

Must Have

Excellent written, verbal and interpersonal communication skills Strong leadership skills, with the ability to think strategically. Express / Supply Chain knowledge is an advantage. English proficiency **OUR OFFER:** Strong career support in an international environment. Great culture and colleagues. Multifarious benefit program. **APPLICATION LINK:** https://shorturl.at/RqLV6

Bachelor Degree Compensation & Other Benefits		
Compensation & Other Benefits		