

POSITION: CHIEF COMMERCIAL OFFICER

REPORTING TO: CHIEF EXECUTIVE OFFICER

ABOUT THE COMPANY

- Demshi Investment Holdings (Pty) Ltd is registered Namibia private company with focus in the mobile telecommunication sector. Demshi Investment Holdings (Pty) Ltd is currently rolling out a country wide public Wi-Fi network in Namibia, starting with the City of Windhoek, in order to provide fast, reliable and affordable internet services in Namibia through a world class wireless network.

PURPOSE OF THE JOB

- To acquire the service of a driven and energetic individual with the requisite skills and experience to develop and implement the commercial strategy of Demshi Investment Holdings (Pty) Ltd and overall organization development.

RESPONSIBILITIES

- Development and implementation of the sales and marketing strategy
- Design, develop and launch of new product offerings based on customer and market trends and requirements.
- Research, pricing, packaging and promotion of new products and recommending possible strategic local and international partners.
- Setting up and managing data analytic platform to compile reports on the commercial operation of the company
- Development and implementation of a customer care strategy and setting up and managing of the Call Centre.
- Driving new business revenue and managing the renewal and existing business through developing and maintaining strong customer relationship.
- Setting up distribution channels and managing distribution partners, agents and the corporate brand.
- Developing strong relationship with MNO senior executives in Namibia, regionally and internationally and other relevant stakeholders.
- Mentor, manage and train sales, marketing, research and product professionals under your division

REQUIREMENTS

- Wireless infrastructure product design and price modelling
- Sales and marketing experience
- Track record of new business development and sales
- Good understanding of the retail sector and very customer focused
- Self-motivated
- Excellent leadership skills and planning skills
- Excellent communication, strategic planning and problem-solving skills
- Marketing and Sales graduate or related field
- MBA will be a distinct advantage

Only e-mailed Curriculum Vitae will be considered!!

Deadline: 19 July 2019

Please kindly forward your Detailed Curriculum Vitae to:

The Chief Executive Officer

Demshi Investment Holdings (Pty) Ltd

P.O Box 81474

Windhoek

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