

VACANCY



The positive growth at MTC, Namibia's leading telecommunications company, now warrants appointment in the following vacancy:

Manager: Enterprise Business and Bids Unit (D5)

The incumbent will report to the **General Manager: Sales & Customer Service**

Job Competencies include:

The role is responsible to lead and manage all enterprise business related activities, targets, and ensure overall growth for the business and optimal customer experience. The role ensures strategic alignment, sales growth, and efficient bid management, optimizing the company's ability to secure high-value contracts while driving customer retention and business development.

The incumbent will report to the General Manager: Sales & Services and oversee a team responsible for bid execution, enterprise business sales, and strategic market positioning

- Develop and execute strategies for Enterprise Business growth in alignment with MTC's corporate objectives.
- Lead initiatives to maximize market penetration, revenue generation, and customer satisfaction across various enterprise segments.
- Establish and maintain strategic partnerships to enhance MTC's market position in corporate and government sectors.
- Identify and drive bid opportunities to expand MTC's footprint in key industry sectors, including ICT, financial services, SME Segment and public sector engagements.
- Lead and oversee the entire bid management process, ensuring alignment with MTC's commercial strategy.
- Research and track industry trends, competitor activity, and bid opportunities to enhance MTC's success rate.
- Ensure compliance with tender requirements, including risk management, financial modeling, and contract negotiations.
- Oversee bid preparation, submission, and post-bid evaluations, driving continuous improvements to increase win rates.
- Develop and implement sales strategies that drive customer acquisition, retention, and revenue growth.
- Set and manage sales targets, ensuring that MTC's enterprise business offerings are competitive and tailored to market needs.
- Align sales efforts with digital and emerging technology opportunities, such as IoT, cloud services, and managed enterprise solutions.
- Establish and maintain a qualified sales pipeline through proactive lead generation and stakeholder engagement.
- Develop and manage the budget for the Enterprise Business and Bids Unit, ensuring financial sustainability and cost-effectiveness.
- Monitor financial performance, analyze bid success rates, pricing strategy and implement measures to optimize revenue streams.
- Ensure efficient resource allocation for sales, people, sales management tools and continues improvement.
- Lead and mentor a team of Enterprise Sales Executives, ensuring effective coordination and high performance.

Qualifications and Personal Competencies:

- Bachelor's degree in Business Administration, Marketing, Sales, Finance, or related field.
- A Master's degree in Business Management or Telecommunications (advantageous).
- 7 to 10 years of relevant experience, preferably in a multinational environment, with at least 4 years at a senior management level in the telecommunications sector.
- Proven experience in Enterprise Sales, Bid Management, Enterprise Products and Business Development.
- Experience in B2B sales and ICT-driven enterprise solutions.
- Strong understanding of telecommunications, ICT solutions, and competitive enterprise market trends.
- Strong vision and leadership to drive enterprise business and bid management strategies.
- Ability to analyze market trends and develop data-driven sales and bid strategies.
- Strong financial acumen, including pricing models, bid structuring, and ROI evaluation.
- Strong ability to engage with key decision-makers and develop long-term business partnerships.
- Proven experience in customer retention strategies, after-sales service, and account management
- Advanced understanding of telecommunications, ICT solutions, and enterprise technology trends.
- Expertise in Enterprise Business Sales, including ISP, broadband, managed data, and carrier services.
- Knowledge of customer segmentation, solution selling, and revenue optimization techniques.
- Experience in bid forecasting, contract negotiation, and risk management.
- Knowledge of bid management software, CRM tools, and financial modeling for tendering.

Application closing date: Friday, 30 May 2025

Submissions should contain a comprehensive CV, supported by a motivation (cover) letter, and Qualifications and should be addressed as follows:

Application: **(Please state clearly which position you are applying for)**

Att: Human Resource Practitioner, Alexis Barry,

P O Box 23051, Windhoek, or C/o Mose Tjitendero & Hamutenya Wanahepo Ndadi Street, Olympia, Windhoek

Apply via the recruitment site: https://jobopportunities.net/jobs_search.aspx

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



mtc.com.na

