

## Branch Manager – Windhoek Namibia

**REF NR: NAM008**

We are seeking a **Branch Manager** for **Windhoek Namibia** branch. The successful incumbent will be responsible for leading and managing operations in Namibia by overseeing administration, sales, and service delivery. Drive growth, operational efficiency, and regulatory compliance while enhancing brand presence and ensuring excellence in sanitation and hygiene services.

### **What We're Looking For**

- ✓ Grade 12 (Matric)
- ✓ Bachelor's Degree or National Diploma in Logistics, Business, or Operations Management.
- ✓ Minimum of 5 years in senior management, preferably in sanitation, hygiene, logistics, or mining.
- ✓ Proven experience managing national teams and multi-site operations.
- ✓ Strong background in sales, service delivery, and operational logistics.
- ✓ Skilled in managing both skilled and unskilled labour.
- ✓ Advanced proficiency in Microsoft Office Suite and digital business tools.
- ✓ Entrepreneurial mindset with strong leadership, negotiation, and decision-making skills.
- ✓ Experience in working across diverse regulatory environments and cultures.
- ✓ Valid driver's license & Own vehicle

### **Key Responsibilities:**

- ✓ Develop and execute business strategies to grow market share and enhance service delivery.
- ✓ Ensure alignment with regional goals and group strategy.
- ✓ Monitor industry trends and provide market intelligence on competition and customer behaviour.
- ✓ Oversee logistics, fleet, inventory, and consumables to maximize operational efficiency.
- ✓ Manage country-wide resource allocation for service and delivery optimization.
- ✓ Responsible for budgeting and forecasting of revenue and profitability.
- ✓ Responsible for meeting agreed set targets and developing necessary action plans to overcome variances.
- ✓ Ensure compliance with all local laws, health & safety regulations, and environmental standards.
- ✓ Build and maintain relationships with key clients and partners.
- ✓ Drive sales and marketing efforts to grow the Sanitech brand in Namibia.
- ✓ Regular client site visits and quality inspections.
- ✓ Provide admin, sales and ops support related to country operations and growth.
- ✓ Manage overhead budgets and COS.
- ✓ Approve admin documentation (POs, GRVs, EFTs).
- ✓ Submit accurate and timely reports to the Executive Committee.
- ✓ Recruit, develop, and performance-manage staff.
- ✓ Foster a culture of training, motivation, and career progression.
- ✓ Implement succession planning and staff retention strategies.
- ✓ Uphold health, safety, and environmental (HSE) standards.

- ✓ Additional duties as assigned from time to time.

**Key Performance Measurables:**

- ✓ Debtors days
- ✓ Revenue Growth
- ✓ Ebit at Sanitech Group Level
- ✓ ROAM (return on assets managed)
- ✓ Maintaining frequent contact with key customers
- ✓ Improvements in Cost of sales with emphasis on productivity of vehicles

**Application Procedure**

If you meet the requirements for this role and are ready to contribute to the success of our company, please apply through our recruitment portal at [www.jobopportunities.net](http://www.jobopportunities.net). Ensure your application includes a detailed cover letter, a comprehensive CV, and any relevant certifications.

Closing Date: 13 August 2025 @ 07:00PM