

BOKOMO™

WE ARE HIRING



CAREER OPPORTUNITY

At Bokomo Namibia, a joint venture between the Frans Indongo Group (Namibia) and PepsiCo Inc, you get the best of both worlds: an entrepreneur's mindset plus reach and resources through our worldwide network. Bring your unique perspective. Bring curiosity. Bring ingenuity, and drive. We'll give you a platform to be daring.

Sales Representative (Mariental)

Reporting to the **Area Sales Manager**, the position will be responsible to lead, motivate, direct, train, control and performance manage merchandisers to ensure daily execution of sales objectives in line with agreed QDVP5 standards, planograms and forward share targets.

The successful candidate will have:

- **Detailed knowledge** of Namibian consumers, customers, sales channels and markets
- Proven FMCG track record with broad **sales skills** in customer relationship management, key accounts, category management, merchandising, sales execution, planning & forecasting, sales reporting and developing new business.
- The **ability** to deliver strong sales growth in a complex multi brand sales environment

Key Responsibilities

- Execute sales objectives against agreed QDVP5 standards.
- Daily sales execution against agreed sales and promotional plans.
- Order placement follow up and control of EDI order execution.
- Control stock and returns in line with FIFO stock rotation principles and agreed returns policy and targets.
- Achieve planned volume sales budget.
- Support price monitoring and merchandising to price point.
- Administration of returns, sales reports, pricing claims
- Control promotional assets and equipment.
- Ensure daily in-store merchandising against agreed QDVP5 objectives, promotions and forward share objectives (Displays, gondola's and forward share).
- Ensure catalogue stock counts for orders to be placed.
- Ensure merchandising to planogram and rotation of warehouse and in-store stock in line with FIFO stock rotation principles.

Qualification and Experience Required

- Degree or Diploma in Commerce, Marketing or Sales
- Minimum of 5 years' experience in Key Accounts or Field Sales
- Minimum of 5 years working experience in a multi brand FMCG environment
- Valid Code B Namibian driver's license
- Skynamo experience will be an added advantage

Skills and Knowledge

- Strong interpersonal skills
- Ability to communicate and convey key messages by phone, email and face-to-face
- Excellent negotiation skills

Closing date: 31 October 2025

Submit Your Application
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