NEW BUSINESS & STAKEHOLDER ENGAGEMENT MANAGER

The Organisation

Our client is a well-established and reputable entity in the medical aid industry, dedicated to providing comprehensive and sustainable healthcare solutions. With a strong focus on governance, compliance, and strategic management, our client upholds the highest standards in ensuring the effective administration and growth of its medical aid fund. As an industry leader, they are committed to service excellence, regulatory compliance, and fostering long-term relationships with stakeholders.

The Region

Khomas Region | Windhoek

The Position

The New Business & Stakeholder Engagement Manager will be responsible for driving NAMMED Medical Aid Fund's business growth by identifying new market and membership opportunities, building strategic partnerships and strengthening relationships with key stakeholders across the Namibian market. The role calls for a commercially minded and enterprising professional with an established ability to build networks, engage decision-makers and translate stakeholder needs and market opportunities into sustainable business growth.

The successful candidate will champion NAMMED's value proposition, deepen relationships with existing and prospective stakeholder groups, and identify opportunities that strengthen the Fund's membership and market presence. This is an exciting opportunity for an accomplished business development and stakeholder engagement professional who thrives on building influential relationships, creating opportunities and contributing directly to the growth of an established Namibian medical aid fund.

Key areas of focus:

- **New Business Development & Growth:** Identify and pursue new market, membership and business opportunities that support sustainable Fund growth.
- **Stakeholder Engagement & Relationship Management: Build** and strengthen relationships with key stakeholders, decision-makers and employer groups to advance NAMMED's strategic objectives.
- **Strategic Partnerships & Networking:** Develop strategic partnerships and leverage networks to expand NAMMED's reach and create new business opportunities.
- **Market Intelligence & Stakeholder Insights: Monitor** market developments and stakeholder needs to identify opportunities and provide insights that inform business growth.
- **People, Financial & Management Reporting**: Lead the relevant teams, manage portfolio resources and provide effective management and Board reporting.

The Person

Compulsory requirements:

- A relevant qualification at NQF Level 7 in Business Management, Business Administration, Marketing, Corporate Communications, Finance or a related field.
- Minimum 5 years' relevant experience in business development, stakeholder engagement or a similar growth-focused role, of which at least 2 years must be at management level.
- Proven track record in new business development, business growth, stakeholder management and relationship building.
- Strong understanding of the Namibian business environment and the ability to identify and develop sustainable business opportunities.
- Namibian citizenship.
- A valid driver's licence and the ability to drive a vehicle with a trailer.
- Willingness and ability to travel within Namibia and occasionally to South Africa as required.

Added Advantages:

- A relevant Bachelor's Degree at NQF Level 8.
- Previous experience within the medical aid, healthcare, insurance or financial services sectors.
- Budgeting and financial management capability.

Competency requirements:

- Strong leadership and influencing skills.
- Excellent relationship-building, networking and stakeholder engagement skills.
- Advanced communication and presentation skills.
- Strong strategic and commercial thinking, with the ability to identify and develop opportunities.
- Mature, diplomatic and results-oriented, with sound judgement and accountability.

Interested?

Closing date: **12 October 2026, at 19:00.**

Follow the application instructions on the Potentia website www.potentia.com.na and upload a copy of your CV and supporting documents.

All applications must be accompanied by a comprehensive curriculum vitae, certified copies of educational qualifications and other supporting documents. All foreign qualifications must be evaluated by the Namibia Qualification Authority (NQA).

Suitably qualified applicants from designated group as defined in the Affirmative Action (Employment) Act, Act of 29 of 1988 are encouraged to apply. Only electronic applications and CVs submitted via the Potentia website will be accepted. Please consider your application unsuccessful if you are not contacted within 2 weeks of the closing date. Please note that our partner reserves the right to only employ individuals who fall within their retirement age guidelines and policies. Our client also reserves the right not to make any employment offer or appointment.

Your Partner in Health
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POTENTIA

www.potentia.com.na