



Green Enterprise Solutions

The global leader in innovative ICT solutions

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Sales Executive – Green Enterprise Solutions

Location: Windhoek
Type: Full-time
Experience Level: Mid (3–5 years)

Apply Now!



Are you a persuasive communicator with a passion for technology and growth? Join Green Enterprise Solutions, where innovation meets opportunity. We're seeking a motivated Sales Executive to drive new business, strengthen client relationships, and support our mission to deliver sustainable ICT solutions.

Our Culture & Values

At Green Enterprise Solutions, we believe in empowering people and the planet. Our culture is built on:

- **Autonomy:** We encourage self-driven professionals to pursue their passions and make confident decisions that benefit both themselves and the company.
- **Integrity:** We operate with honesty and strong moral principles, fostering unity and trust.
- **Innovation:** Curiosity and creativity drive us to redefine norms and anticipate change.
- **Teamwork:** Collaboration is key, we believe that together, we can create something great.
- **People-Centricity:** We build meaningful relationships with clients, colleagues, and communities.
- **Sustainability:** We actively engage in environmental and social initiatives, from reducing our carbon footprint to supporting digital literacy and education

Why Join Us?

At Green Enterprise Solutions, our focus is on the growth of people, global expansion, continuous innovation, and operational excellence. Join a forward-thinking team that values collaboration and purpose-driven work, offering a dynamic environment, professional growth opportunities, and the chance to make a lasting impact in Africa's ICT sector.

Main Purpose of the Job

The Sales Executive is responsible for all aspects of the sales process, including meeting sales targets and achieving key objectives. This includes generating leads, prospecting for potential customers, making sales calls or appointments, providing tailored solutions to customer needs, and maintaining strong customer relationships

Key Responsibilities and Performance Areas

The core duties of this role revolve around driving the full sales cycle, from initial prospecting to achieving revenue targets and maintaining long-term client relationships.

- Actively search for new business opportunities and identify important prospects through networking and research. Qualifying leads generated and mapping out a down-funnel journey for every prospect.
- Scheduling and attending discovery calls, following up with existing clients, collecting feedback, and maintaining business relationships.
- Identifying new sales opportunities through cold calling, emailing, and networking events, and initiating contact with the right prospects.
- Conduct product demonstrations and presentations to prospective clients, negotiate contracts, and finalise deals.
- Develop a clear understanding of the customer environment and collaborate with the technical departments as needed to develop solutions that meet customer needs.
- Engage with existing and new clients weekly.
- Maintain and update the Sales Funnel and CRM software on a daily basis.
- Achieve the monthly sales revenue target and ensure the submission of all client quotes within a reasonable timeframe.
- Preparing sales reports with critical targets, trends, and highlights quarterly, and analysing data to improve sales approach across the funnel.



Got what it takes?

What We're Looking For:

Key Competencies

- Exceptional communication skills in English and Afrikaans. Excellent sales and negotiation skills
- Excellent customer service and client relationship skills. Must be trustworthy, reliable, and accurate
- Energetic and goal driven. Always maintains a professional demeanour.
- Effective time management skills, as well as strong organizational and coordination skills. Attention to detail is essential.
- Business savvy with knowledge across a wide variety of industries. Ability to analyse sales data to identify critical targets and trends, and to refine the sales approach across the entire funnel.
- Maintaining the highest standards of confidentiality and professional conduct.

Minimum Requirements

- **Education/Qualification:** Grade 12 (Matric). A Bachelor's degree in marketing, business management, or a relevant field.
- **Experience:** A minimum of 3 (three) years of relevant professional experience working in a customer-facing role. An added advantage would be within the ICT, Telecommunications, or Technology Services sector.
- **Technical System & Data Skills:** Skilled in CRM and lead generation platforms. Working knowledge of data analysis tools such as Microsoft Excel

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Closing date: 20 October 2025, 12:00

Green Enterprise Solutions (Pty) Ltd is an approved Employment Equity company of which preference will be given to Namibian applicants who meet the minimum requirements. Persons with disabilities meeting the minimum requirements are encouraged to apply for the vacancy / position.