



Green Enterprise Solutions

The global leader in innovative ICT solutions

Search  Sales Manager - Green Enterprise Solutions

Location: Windhoek
Type: Full-time
Experience Level: Senior (8+ years)

Apply Now!



Are you a dynamic and results-driven sales leader passionate about sustainable solutions? Join Green Enterprise Solutions, where innovation meets impact. We're seeking a seasoned Sales Manager to lead our sales team, drive strategic growth, and build lasting client relationships.

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 Manager is responsible for the overall leadership and performance of the sales function. The incumbent will develop and execute strategic sales plans, manage the full sales pipeline, and ensure the team meets or exceeds annual targets. This role requires a focus on building a sustainable market presence, driving large-scale B2B solution sales, and fostering a culture of high performance and continuous improvement.

Key Responsibilities and Performance Areas

The core duties of this role revolve around Strategic Leadership, Team Management, and Revenue Growth.

- Practically formulate and enact strategic sales plans, ensuring they are grounded in reality and fully consistent with the company's long-term goals and market standing.
 - Systematically assess and pursue new market opportunities and customer segments, ensuring controlled and profitable growth, particularly within the B2B technology and sustainable solutions space.
- Conduct comprehensive reviews of market trends, competitive activity, and internal sales metrics to measure the necessity of strategic changes and implement measured responses that maintain or enhance market standing.
- Responsibly lead and develop the sales team, driving strong performance management to establish high standards of operational execution and meet or surpass established performance goals.
- Guide the team's professional growth through regular performance discussions, focusing on providing insightful feedback and practical mentoring to strengthen expertise in complex negotiation and client-focused solution development.
- Rigorously manage the entire sales cycle, maintaining optimal pipeline health, establishing reliable forecasting accuracy, and strictly enforcing established sales best practices.
- Strategically manage and supervise the negotiation process, ensuring the diligent closure and execution of high-value contracts and large-scale enterprise deals.
- Collaborate seamlessly and in a structured manner with the Technical, Operations, and Marketing teams, integrating efforts to guarantee a consistently high-quality, solution-driven experience for all clients.
- Ensure structured accountability by utilizing CRM platforms (e.g., Dynamics CRM for Sales) and data analytics, enforcing system integrity for accurate performance monitoring, rigorous sales funnel management, and reliable data-driven decision-making.



Got what it takes?

What We're Looking For: Key Competencies

- Proven ability to inspire, lead, and develop a high-performing team—strong mentoring skills to improve sales techniques and drive accountability.
- Extensive business acumen with the ability to identify critical market opportunities, understand client environments, and formulate comprehensive, profitable strategies.
- Possesses advanced capabilities in strategic negotiation and executive-level engagement, consistently providing clear and insightful presentations of complex solutions to senior leadership and decision-makers.
- Highly energetic, goal-driven, and maintains the highest ethical and professional standards in all interactions.
- Exceptional ability to manage complex sales cycles, utilise data to inform strategy, and ensure excellent organisational oversight across the entire sales function.

Minimum Requirements

- **Education/Qualification:** Grade 12 (Matric). A Bachelor's degree in Marketing, Business Management, or a relevant field, or a relevant Postgraduate qualification (e.g., Postgraduate Diploma in Business Administration (NQF Level 8).
- **Experience:** A minimum of eight (8) years of progressive professional experience in sales, with at least 3 years in a Sales Manager or senior leadership role.
- **Technical System & Data Skills:** Advanced proficiency in CRM platforms and using data analysis tools (e.g., Microsoft Excel) for strategic reporting and decision-making.

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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.