



MEATCO

Namibia

VACANCY

Executive: Marketing & Sales

(5-Year Fixed Term Contract)

Job Grade: E3

Location: Windhoek

Role Purpose

The Executive: Marketing and Sales will provide strategic leadership to position Meatco as a globally competitive beef brand. The role will focus on driving market expansion, revenue growth, and brand visibility across Namibia, Africa, and international export markets. This position requires a proven senior executive who can translate strategy into measurable outcomes, ensuring profitability, market share growth, and long-term client relationships.

Qualifications & Experience

- Bachelor's Degree in Marketing, Sales, Commerce, Business Administration or equivalent qualification. A Master's Degree will be an added advantage.
- Minimum of 10 years' management experience in marketing and sales, with at least 5 years at senior executive level.
- Strong background in agribusiness, food processing, or FMCG industries (experience in beef/meat processing an advantage).
- Proven track record of delivering revenue growth, brand expansion, and international market penetration.
- Namibian citizen with a valid Namibian Code BE driver's license.

Key Deliverables

- ◆ Strategic Leadership
 - Develop and execute a comprehensive marketing and sales strategy aligned to Meatco's overall corporate objectives.
 - Position Meatco as a premium beef exporter with a differentiated, trusted brand.
- ◆ Revenue & Market Growth
 - Achieve measurable revenue and volume growth targets in local, regional, and international markets.
 - Drive new market entry and expand Meatco's footprint in high-value export markets.
- ◆ Brand & Market Positioning
 - Lead integrated marketing campaigns to strengthen brand visibility, digital presence, and customer engagement.
 - Ensure Meatco is consistently positioned as a sustainable, ethical, and quality-driven brand.
- ◆ Client & Stakeholder Management
 - Build and maintain long-term, high-value relationships with clients, distributors, and international partners.
 - Champion stakeholder trust through transparent, consistent communication.
- ◆ Market Intelligence & Innovation
 - Leverage consumer insights, competitor benchmarking, and market analytics to inform decision-making.
 - Drive innovation in product offerings and marketing approaches to secure competitive advantage.
- ◆ Team Leadership & Performance
 - Lead and develop a high-performing marketing and sales team with a culture of accountability and excellence.
 - Establish clear KPIs, sales targets, and performance metrics across all markets.
- ◆ Executive Reporting
 - Provide the EXCO and Board with strategic insights, market forecasts, and performance dashboards.
 - Recommend forward-looking initiatives to ensure Meatco remains competitive in global markets.

Please note that only short-listed applicants will be contacted. Suitable candidates from designated groups are encouraged to apply.

Send a motivational letter, a comprehensive CV and certified copies of relevant qualifications to :

erecruitment@meatco.com.na

CLOSING DATE

10 October 2025