



Erongo Regional Electricity Distributor Company (Pty) Ltd, commonly known as Erongo RED is mandated to distribute and supply electricity in the Erongo Region. We are proud to announce that Erongo RED is an equal opportunity employer. Qualified applicants from the designated groups defined in the Affirmative Action (Employment) Act, Act No. 29 of 1998 are encouraged to apply. Preference will be given to women and persons with disability.

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## INTERNAL / EXTERNAL VACANCY

### MANAGER: BUSINESS DEVELOPMENT AND QUALITY ASSURANCE

**Business Unit:** Supply Business  
**Paterson Grade:** D3  
**Duty Station:** Walvis Bay

#### Purpose of the job:

The Manager: Business Development and Quality Assurance purpose is to primarily perform business development and sales functions within Erongo RED. To ensure that revenue grow annually as per company budget through continuously opening the new market and business development opportunities. Coordinate with Network Engineering, Network Operations and Maintenance, municipalities and identified stakeholders to established market position of Erongo RED as the foremost supplier of electricity and to further conclude the deals.

The second purpose is to ensure compliance, establish processes, procedures and quality standards and to monitor these against the Regulator set standards and company strategic targets, get to the root cause of problems within the organisation and conduct training where need be. Continuously conduct benchmarks and keep abreast of global changes by making efforts to upgrade and improve processes and systems to ensure superior service based on customer feedback and various researchers.

#### Qualifications Required:

- Bachelor's degree or equivalent in Commerce, Marketing, Sales or Finance.

#### Preferred Qualifications:

- Member of Chartered Institute of Marketing or Master degree in Marketing or equivalent.

#### Key Performance Areas:

- Financial and Budget Management
- Ensure revenue growth target is achieved
- Manage Internal & External Customer Liaison Effectiveness
- Business Development / Sales Strategy and Policy
- Manage Business Development and sales / revenue growth target
- Develop Business development and sales packages and programmes
- Operations Management: Quality Assurance and Business Processes (BU level)
- Company Policies & Procedures
- Self-Development & Growth
- People & Performance Management
- Training & staff Development

**Professional registration**

- None

**Experience:**

- Five (5) years' experience in a business development / sales or revenue growth marketing.
- Plus three (3) years supervisory.

**License Required:**

- Code B Driver's Licence

**Working Hours:**

- Be able to work long hours when required.

If you meet the requirements for this role and are ready to contribute to the success of our company, please apply through our recruitment portal at [www.jobopportunities.net](http://www.jobopportunities.net). Ensure your application includes a detailed cover letter, a comprehensive CV, and any relevant certifications.

Please note that a psychometric assessment and a pre-employment medical assessment will be conducted. Only short-listed candidates will be contacted for interviews, no documents will be returned and no faxed or e-mailed applications will be accepted.

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**Closing Date: Friday, 14 February 2025**

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