



VACANCY

Vacancy Advertisement: Director of Marketing & Sales

About the NFA:

The Namibia Football Association (NFA) stands as the custodian and governing body of football in Namibia. Established in 1990 and affiliated with FIFA and CAF in 1992, the NFA organizes national football leagues and national teams. Continuously striving to improve, promote, regulate, and control football in Namibia, the NFA plays a pivotal role in shaping the football landscape of the nation.

Position: Director of Marketing & Sales (5-Year Contract)

Purpose of the Job:

The Director of Marketing & Sales plays a crucial role within the Secretariat Management of the NFA, reporting directly to the General Secretary. The incumbent will lead a team of writers, designers, and account managers, engaging with NFA customers to provide innovative solutions. With a deep understanding of the NFA and a drive to deliver impactful results, the Director will be responsible for establishing revenue generation strategies, business development, pricing, and maintaining the high standard of the NFA brand.

Key Performance Areas:

- Provide leadership and management to the Marketing & Sales Department
- Collaborate with the business team to develop marketing and branding strategies
- Grow the Marketing & Sales Department by identifying revenue opportunities
- Understand key performance metrics and translate results into actionable insights
- Oversee and manage the annual marketing budget, profit-and-loss projections, and commercial expenditures

Qualifications:

- Bachelor's Degree in marketing, advertising, or communications

- Minimum of five (5) years working experience, with at least five (5) years at a senior executive management level
- Proficiency with HTML, content management systems, and design software
- Background in marketing and sales, revenue management, and/or strategy development

Key Competencies and Knowledge:

- Strong strategic focus and analytical thinking
- Ability to work in challenging and fast-paced environments
- Excellent understanding of FIFA, CAF, COSAFA, and NFA operations
- Good understanding of general governance rules and codes
- Assertive, with negotiation skills and the ability to influence positively
- Ethical conduct and high levels of integrity

Benefits:

- Market-related salary or total cost to company
- Medical aid, Housing allowance, Pension fund membership, Transport allowance

Submission of Application:

No email submissions accepted

Deliver application by hand in a sealed envelope at NFA Football House, Katutura

Closing Date: Monday, 18th March 2024, at 17H00 (Late submissions disqualified)

For Enquiries: **Contact Mr. Titus Kunamuene at +264812411624**