

**JOB TITLE:** Sales and Marketing Manager

**ORGANIZATION:** National Biotechnology Authority (NBA)

**LOCATION:** Head Office

### **THE ROLE**

We are seeking a results-driven Sales and Marketing Manager to drive commercial growth, monetize the NBA brands, and bridge brand visibility with revenue generation.

### **KEY RESPONSIBILITIES**

Reporting to the Director Business Enterprises Development, the position seeks to:

- Develop and execute integrated sales and marketing plans to achieve revenue targets.
- Lead customer acquisition, negotiate high-level deals, and manage pricing strategies.
- Oversee brand management, digital marketing, and promotional campaigns.
- Cultivate strong relationships with key accounts and external stakeholders.
- Supervise and mentor a high-performance sales and marketing team.

### **KEY REQUIREMENTS**

- **Education:** Degree in Marketing, Business, or a related field.
- **Experience:** 5 years of Sales & Marketing experience in the **FMCG industry** with at least 2 years of which should be at supervisory or management level
- **Competencies:** Strong negotiation and deal-closing skills, conceptual and problem-solving abilities, relationship management, and excellent communication & interpersonal skills.

### **TO APPLY**

Send your CV and application letter to [vacancies@nba.ac.zw](mailto:vacancies@nba.ac.zw)

The closing date is 30 April 2026.