



## EMPIRE FUEL

**Bismarck Medical Center,  
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### SALES REPRESENTATIVE | RECRUITMENT ADVERT

## Sales Representative - Oshakati

Empire Fuel is seeking a motivated, customer-focused sales representative to grow our fuel, fleet management and on-site tank services in Oshakati and surrounding areas. The successful candidate will identify new opportunities, build lasting client relationships and coordinate customer enquiries through to onboarding and service delivery.

|                     |                                                                                                                                                                                                    |
|---------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <b>Position</b>     | Sales Representative                                                                                                                                                                               |
| <b>Employment</b>   | Full-time, fixed-term contract for 6 months                                                                                                                                                        |
| <b>Duty station</b> | Oshakati, Namibia                                                                                                                                                                                  |
| <b>Reports to</b>   | Management or designated supervisor                                                                                                                                                                |
| <b>Applications</b> | Submit a CV, brief cover letter and contact details for two referees to <a href="mailto:procurementmanager@efuelna.com">procurementmanager@efuelna.com</a> . <b>Closing date: 31 October 2026.</b> |

### Key responsibilities

- Identify and approach businesses, mines, farms, transport operators, contractors and fleet owners in Oshakati and nearby areas.
- Promote Empire Fuel products and services, including bulk fuel supply, prepaid fleet management and on-site tank setup and storage solutions.
- Build and maintain a sales pipeline through client visits, presentations, referrals and consistent follow-up.
- Understand client requirements and coordinate quotations, proposals, onboarding documents and service requests with the relevant teams.
- Develop professional relationships with new and existing clients, respond to enquiries and help resolve service concerns.
- Monitor local market activity, customer needs and competitor offers; share useful information and sales opportunities with management.
- Work toward agreed sales and customer activity targets, maintain accurate client records and submit regular sales reports.
- Follow company procedures and protect confidential customer and business information.

### Candidate requirements

- Grade 12 or equivalent; a sales, marketing or business qualification is an advantage.
- Previous experience in sales, business development or customer service is preferred; fuel, transport, mining or agricultural experience is an advantage.
- Confident communication, negotiation and relationship-building skills, with a professional and target-focused approach.
- Able to use email, spreadsheets and mobile applications for client communication and record keeping.
- Organized, self-motivated and dependable, with the ability to plan work and follow up consistently.
- A valid driver's licence and willingness to travel within the assigned area are preferred.

### What success looks like

A growing pipeline of qualified prospects, new active customers in Oshakati and surrounding areas, repeat business, and clear, accurate sales reporting.