

Vacancy: Account Executive

Windhoek, Namibia | Full-Time | Sales & Client Relations

ABOUT THE ROLE

Interactive IT Solutions is looking for a driven, relationship-focused Account Executive to grow and manage our client portfolio. You will be responsible for managing new and existing clients, understanding their operational needs and connecting them with the right IT solution.

KEY RESPONSIBILITIES

- Identify, pursue, and close new business opportunities.
- Build and maintain long-term relationships with existing clients.
- Match client needs to IIS's service offerings.
- Prepare and present proposals, quotations, and sales presentations.
- Collaborate with technical teams to scope solutions accurately.
- Meet and exceed monthly and quarterly sales targets.
- Maintain accurate client and pipeline records.
- Stay current on industry trends and competitor offerings.

REQUIREMENTS

- Diploma or Degree in Sales, Marketing, IT, or a related field.
- 3 - 5 years' proven experience in a sales or account management role (IT sector advantageous).
- Strong communication, negotiation, and presentation skills.
- Self-motivated with a results-driven approach.
- Valid driver's license.
- Namibian citizen or holder of a valid work permit.

WHAT WE OFFER

A competitive salary with performance-based commission, genuine career growth within an established, multi-vendor certified IT solutions provider, and a collaborative team culture built on technical excellence.

How to Apply

Email your CV and a short cover letter to work@iis.com.na

Closing Date: **31 August 2026** · Only shortlisted candidates will be contacted.