



Team Lead: Products (National Sales Manager)

Location: Windhoek, Namibia

Company: Access Bank Namibia

Position: Team lead: Products & Segments

Job grade: CU (Paterson Grading)

Access Bank Namibia is looking for an experienced and results-oriented **Team Lead: Products (National Sales Manager)** to join the team. This role is responsible for driving the development and management of products tailored to specific customer segments, ensuring alignment with market trends, customer needs, and business objectives.

Key Responsibilities

- Lead the development, implementation, and management of banking products across targeted customer segments.
- Develop and execute segment-specific strategies to enhance customer acquisition, retention, and satisfaction.
- Analyze market trends, customer behaviors, and competitor offerings to identify growth opportunities and areas for differentiation.
- Collaborate with cross-functional teams, including marketing, sales, and operations, to design and deliver innovative products and segment strategies.
- Oversee the product lifecycle, including ideation, design, pricing, promotion, and performance tracking.
- Develop data-driven insights to refine segment strategies and optimize product performance.
- Ensure compliance with regulatory and organizational policies in all product and segment activities.
- Provide leadership and mentorship to the products and segment team, fostering a high-performance culture.

Qualifications and Experience

- Bachelor's degree in Business Administration, Marketing, Finance, or a related field.
- A minimum of 3-5 years of experience in product management, customer segmentation, or a similar role, preferably in the banking or financial services sector.
- Strong understanding of customer segmentation, product lifecycle management, and market analysis.
- Certification in Product Management, Marketing, or related areas is an added advantage
- A valid drivers license.
- Must be Namibian or holder of a Permanent residence.



Access Bank Namibia is an Equal Opportunity Employer, offering a competitive salary package. The successful candidate will receive a salary commensurate with their qualifications and experience. If you meet these criteria, please submit your application, including a cover letter, resume, and certified copies of academic certificates, to: **hrnam@accessbankplc.com** on or before **31 March 2025**, ensuring the position you are applying for is indicated in the subject line.

Kindly note that only shortlisted candidates will be contacted.