



GLOBAL CYBERSECURITY — INITIATIVE —

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GLOBAL CYBERSECURITY INITIATIVE (GCI)

VACANCY ANNOUNCEMENT

INTERNATIONAL SALES EXECUTIVES (15 POSITIONS)

Location: Namibia, South Africa, Botswana, Ghana, Kenya, Nigeria & Zambia

The **Global Cybersecurity Initiative (GCI)** is expanding its footprint across Africa and is seeking highly motivated and results-driven **Sales Executives** to drive sponsorship, exhibition, delegate, and partnership sales for its international cybersecurity conference platforms.

This is an opportunity to become part of one of Africa's fastest-growing technology event platforms while earning uncapped commission based on performance.

Minimum Requirements

- Minimum **15 years' proven sales experience** in corporate, technology, conferences, exhibitions, sponsorship, financial services, telecommunications, or related industries.
- Demonstrated ability to generate **annual sales of at least one of the following:**
 - **US\$470,000 per annum**, or
 - **US\$150,000 per annum**, or
 - **N\$7.5 million per annum**
- Proven track record of consistently exceeding sales targets.
- Excellent negotiation and closing skills.
- Strong business development and relationship management abilities.

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- Highly articulate with outstanding presentation and communication skills.
- Strategic thinker with innovative sales and marketing approaches.
- Self-motivated and capable of working independently.
- Must own a laptop/computer with reliable internet access.
- Excellent command of English. Portuguese, French, and other African languages will be an added advantage.

Key Responsibilities

- Secure conference sponsorships.
- Sell exhibition space.
- Market keynote speaking opportunities and sponsored programme sessions.
- Recruit conference delegates.
- Develop strategic partnerships with governments, corporates, ICT companies, financial institutions, regulators, and development partners.
- Meet and exceed monthly and annual sales targets.
- Represent the Global Cybersecurity Initiative professionally within your assigned country.

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Remuneration

This is a **performance-based position**.

There is **no fixed monthly salary**.

Successful candidates will earn:

Sponsorship, Exhibition & Programme Sales

- **5% commission** on the total value of:
 - Sponsorship packages
 - Exhibition sales
 - Sponsored keynote presentations
 - Sponsored business solution presentations
 - Sponsored panel discussions
 - High-Level Executive Panel Discussions





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Delegate Sales

- **3.5% commission** on the total delegate registration revenue generated from delegates personally recruited.

There is no earning limit. Your income depends entirely on your sales performance.

Countries

- Namibia
- South Africa
- Botswana
- Ghana
- Kenya
- Nigeria
- Zambia

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Why Join Us?

- Represent an internationally expanding Pan-African initiative.
- Build relationships with senior government and industry leaders.
- Sell high-value international conferences and exhibitions.
- Unlimited earning potential through commission.
- Grow with a platform expanding into **10 African countries by 2027**, with a long-term vision of operating across **54 African countries**.

How to Apply

Send your:

- Comprehensive CV
- Motivation Letter
- Evidence of previous sales achievements (where available)

to:

 ceo@dstech.com.na

 info@dstech.com.na

Application Closing Date: 31 July 2026

Global Cybersecurity Initiative (GCI)
Secure Today. Resilient Tomorrow. Stronger Together.

