



VACANCY NOTICE

EXPORTS SALES MANAGER

A vacancy has arisen in the Sales and Marketing department for the position of Exports Sales Manager. Reporting to the Sales and Marketing Executive the incumbent will be responsible for the following:

Job Summary

- Managing relationships with international clients, vendors, and business partners.
- Negotiating contracts with new vendors and clients as well as terminating contracts with existing clients or vendors when necessary.
- Coordinating freight shipments to ensure that they arrive on time and without damage.
- Developing and implementing plans for increasing market share through brand awareness, new product development, and advertising.
- Managing the inventory of goods held in storage facilities, including monitoring stock levels and ordering replacements when necessary.
- Preparing financial reports about sales activity, costs, and profit margins for international markets.
- Managing the supply chain process from procurement to shipment to customer delivery.
- Cooperating with other departments within the company to ensure that all international business operations run smoothly.

The Person

- Bachelor's degree in international business/trade/ sales and marketing or related field
- 5+ years' experience in export sales, marketing, or sales and marketing environment in management level
- Working knowledge of international shipping procedures and documentation
- Ability to easily comprehend and organize shipment processes.
- Strong negotiation and presentation skills
- Excellent written and verbal communication skills in English; fluency in another language a plus

Applications should be submitted to The Human Resources Office or email kambewat@turnall.co.zw on or before the 16th of June 2023.