



## Marketing Manager

**Dole South Africa**, one of the country's leading fruit exporters, recruits for a Marketing Manager that is to add to the Company's human resources talent pool. This vacancy offers a challenging role to a dynamic individual, who is driven by attention to detail in reporting and motivated by deadlines.

Reporting to the Business Manager: Grapes & Stone Fruit and you will be based at our CPT offices (Tygervalley-area).

### **Minimum knowledge & experience required to perform this job competently:**

#### **Education & Experience:**

Formal tertiary qualifications with at least 5 – 7 years' relevant work experience – preferably in the fruit and/or agricultural industry with exposure to the following markets: UK retail, Scandinavia and North America.

#### **Key Performance Areas (KPA's):**

KPA's will include (but are not limited to) the following essential responsibilities:

**Define optimum procurement target** • Discuss with markets/clients their product needs • Deciding and matching of demands with available product • Discuss packing requirements and specs with clients • Advising Area manager on product required for sourcing (budget) • Understanding the clients and their markets

**Program management** • Area managers & Overseas clients • Management of stock levels of overseas clients • Price feedback/indications • Mates checking/sign off

**Relationship management** • Service - Satisfied business partners • Regular visits

**Communication** • Market report – biweekly • Frequent interaction with business partners

**Grower payments** • Follow up accounts sales and payments from clients • Arrange Invoicing with finance • Payments to producers • Manage enhancements according to situation • Fix price/ MG price management with clients & producers

**Costing** • Setting up/Maintaining cost model • Various costing, price setting, discussions

**Preseason planning** • Pre-season packing programs • Dolfin planning - Demands & allocations • Packaging material pre-season and in season

#### **Attributes / Requirements:**

Knowledge of the KPA's mentioned • Attention to detail when reporting • Good computer software skills • Good communication & interaction skills with people on all levels in the organization • Ability to adhere to strict deadlines.

Please forward your application & expected remuneration via email to:

[albert.van.zyl@dole.com](mailto:albert.van.zyl@dole.com)

**NB: The appointment will be made in line with our Employment Equity Policy. We will only revert to candidates who have been shortlisted.**

Closing date for applications: 11 January 2019