



Stone fruit & Sourcing Manager

Dole South Africa, one of the country's leading fruit exporters, recruits for a Stonefruit & Sourcing Manager to add to the Company's human resources talent pool. This opportunity will suit a dynamic, seasoned professional looking for a challenging and rewarding career within a global environment.

Reporting to the Deciduous Director, the position is based at our CPT offices (Tyger Valley-area).

Minimum knowledge & experience required to perform this job competently:

Education & Experience:

Formal tertiary qualifications with at least 5 – 7 years' relevant work experience in the fruit industry. Proven track record of client management in these markets in all facets coupled with growing market share.

Key Performance Areas (KPA's):

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

Ebitda • Compile budget for Stone fruit and Dole Sourcing • Manage Ebitda vs Budget and all operational costs

Define optimum procurement target • Manage end-to-end market: Demand, specifications, sourcing and business development

Program management (Stone) • Area managers & global clients • Packing programs

• Promotions • Management of stock levels and dwell times (local and abroad)

• Price negotiation, Mates, Tracking, Quality, Food Safety, Relationship management

• Kiwi fruit and Grapes Sourcing for Imports

- Strawberries exports

Communication • Market reports • Frequent interaction with business partners

Grower payments • Follow up accounts sales and payments from clients • Arrange Invoicing and Payments • Manage enhancements • Price management with clients & producers

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

Preseason planning • Pre-season packing programs • ERP (Dofin) planning - Demands & allocations • Packaging material pre-season and in season

Leadership • Managing a high-performance team • Contribute and lead in Dole

Attributes / Requirements:

Creative & innovative thinking style • Critical reasoning • Attention to detail, even under pressure • Good computer software skills • Excellent communication & interaction skills with stakeholders on all levels in the organisation • Ability to adhere to strict deadlines.

Submit your application and expected remuneration via email to: hr.sa@dole.com or online at

<https://www.dolesa.co.za/working-here/>. **Closing date for applications: 27 March 2024.**

The appointment will be made in line with our Employment Equity Policy. Should you not hear from us within two weeks of the closing date, kindly regard your application as unsuccessful.