

VACANCY ANNOUNCEMENT



Kamoso Distribution (Pty) Ltd is one of Botswana's leading supply and distribution companies of consumer goods and medical supplies within the retail and healthcare industries. It has branches in Zimbabwe and South Africa and anticipating opening new horizons in Zambia and Kenya.

The company is looking for a **REGIONAL SALES & MARKETING MANAGER** to join the company and its Marketing team for Botswana, Zimbabwe, Zambia and Kenya.

The position will report to the **CEO**.

KEY RESPONSIBILITIES

- Meet sales figures as budgeted.
- Ensure that the customer's requirements concerning quality, service and price are met.
- Create and maintain strong business relationships with customers in the countries as allocated.
- Manage and ensure risk is minimized in the international trade activity of the department.
- Liaise and coordinate freight forwarder and transporter activity to benefit customer service and meet cost targets.
- Ensure all BURS and Customs other legislative requirements are complied with in the export process.
- Adhere to internal policies and criteria while growing the customer base.
- Provide detailed and accurate sales forecasts on a monthly and annual basis.
- Assess and understand market trends in order to help shape the long term strategy of the business. This will include acquiring and growing knowledge on international producers, capabilities & standards.
- Conduct Contract Reviews in cases of new customers, new products or new service providers.
- Present product and other training to customers and internal personnel as required.

EDUCATION AND EXPERIENCE

- A Degree or Post Graduate Diploma in Marketing, or its equivalent is required.
- Six (6) years of post working experience is required in the same field.
- Knowledge of business principle, financial management and marketing & sales.
- Strong project management skills.
- Strong business acumen.
- Should have experience working with SADC countries.
- Should be able to travel and work long hours.

Salary is negotiable based on experience, qualifications and skills.

All applications should be addressed to **no later than the 26th June 2017**.

**The Human Resource Manager
Kamoso Distribution (Pty) Ltd
Private Bag 00278
Gaborone**