



JOB TITLE: Export Sales Officer

On-siteDCP - Sales & Marketing Full timeESO-TZ-05/2025

Description

Job Overview: We are seeking a dynamic and results-driven Export Sales Officer to oversee and grow our cement exports in Mozambique, Comoros, Madagascar, and surrounding Indian Ocean and East African corridors. The successful candidate will be responsible for developing strategic partnerships, managing client relationships, and driving revenue growth while ensuring smooth cross-border operations and regulatory compliance.

Key Responsibilities:

- Develop and execute export sales strategies to expand market share in assigned territories.
- Identify, onboard, and manage distributors, wholesalers, and large-scale buyers of cement and related products.
- Achieve monthly, quarterly, and annual sales targets and monitor key KPIs across export markets.
- Conduct market intelligence and competitor analysis to identify opportunities and risks.
- Coordinate with production, logistics, and transport teams to ensure order fulfillment, quality standards, and delivery timelines.
- Manage export documentation (e.g., commercial invoices, packing lists, certificates of origin) and ensure compliance with trade regulations and destination country requirements.
- Establish and maintain strong relationships with customers, government agencies, and industry stakeholders in the region.
- Provide regular reporting on market performance, customer feedback, and regional developments.

- Represent the company at trade fairs, exhibitions, and client meetings to strengthen market visibility and brand positioning
- Perform any other activities assigned by Senior or HOD.

Requirements

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1. Bachelor's degree in International Business, Marketing, Sales, or a related field.
2. Minimum 3–5 years of export sales experience, preferably in the cement, construction materials, FMCG or heavy manufacturing sectors.
3. Strong understanding of cross-border logistics, international trade regulations, and export documentation processes.
4. Experience working with markets in Mozambique, Comoros, Madagascar, and other East African countries is highly preferred.
5. Fluency in English is required; Portuguese and/or French is a strong advantage.
6. Proficient in MS Office and CRM systems.
7. Willingness to travel extensively across assigned markets.

Benefits

- Personal Health Insurance
- Pay Off Time
- Training and Development

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