

The Company: -

Based in Midrand, Johannesburg, MiTek specialises in the development of software solutions for structural timber engineering, light gauge steel trusses and the provision of steel connector products for our floor and roofing systems. We also provide design services and a range of machinery for the timber engineering industry. Most recently MiTek has undergone an expansion into offering dedicated services, providing estimating, design and drafting support to construction businesses and their supply chain.

The Position: -

We are seeking a dynamic and motivated Export Sales Manager to drive growth in Africa. Identify, license, and expand Connector and Ultra-Span revenue and ensure international trade compliance. In this position, you will be part of a high-performing and collaborative team. You will work closely with Design Engineers, Production, Customer Service, and other Administrative departments to ensure a successful product delivery.

Key Responsibilities: -

- Grow and develop MiTek's business into Africa: Identify, licence, and grow both MiTek's Connector and Ultra-Span business into Africa.
- Develop partners across central, west, northern, and eastern Africa to identify opportunities for our portfolio, negotiate contracts, create commercial plans, and close sales cycles to align with business growth objectives.
- Increase our Sales revenue in Africa.
- Oversee all aspects of international trade and ensuring compliance with all regulations and laws.

Unique Factors: -

- Frequent travel to Sub Saharan African Countries.

Relevant Qualification & Experience required: -

- Bachelor's Degree in Sales/Marketing/Business Administration/Supply chain Management

Experience: -

- 5+ years of solutions and/or consultative commercial sales experience in Construction Building industry in Sub-Sahara Africa.
- Familiarity with export documentation, cross-border duties, and regulations.
- Strong understanding of financial return metrics.
- Ability to work cross-functionally and managing multiple stakeholders.
- Strong understanding of levers to develop new business in Africa.

- Analytical mindset with the ability to interpret data, draw insights, and make data-driven decisions.
- Experienced in influencing and negotiating with diverse stakeholders at all levels in an organisation to maximise business impact.
- Construction material sales skills and engineering acumen.

The closing date for applications is **Friday 19 April 2024**.

If you wish to apply for this role, please send your CV with a covering letter to MaiteGlendah.Moagi@mii.com