

VACANCY

Account Manager

Mouton Citrus is a producer, packer, and exporter of premium citrus based in the Citrusdal Valley. Committed to excellence, innovation, and sustainability, we continuously strive to enhance productivity through technology-driven agricultural and commercial practices.

We are seeking a motivated and dynamic account manager to join our marketing team based in Paarl. This position will be responsible for managing and developing strong relationships with export customers to maximize sales opportunities and will provide vital support to the commercial and logistics teams that drive our international citrus business. The ideal candidate is highly organised, analytical, and collaborative with excellent communication, numerical and negotiation skills.

Key Responsibilities

- Take ownership of allocated customer accounts, identifying opportunities to grow sales and strengthen customer relations.
- Act as the primary point of contact for customers, ensuring their requirements are met and issues are resolved in a timely manner
- Collaborate with internal teams (such as production, packing, logistics, and quality assurance) in execution of the marketing plan.
- Conducting pricing & claim negotiations
- Basic account administration including commercial & logistical coordination, QC & sales reports and analytics
- Stay updated on market trends, industry developments to provide valuable insights and recommendations
- Stay up to date with product knowledge and industry best practices to effectively address customer inquiries and provide appropriate solutions.

Essential Requirements

- Bachelor's degree in business, marketing, or a related field
- Minimum 5 years relevant and proven marketing experience in the fruit industry
- Excellent communication, interpersonal, and negotiation skills
- Advanced management, numerical capability & computer Literacy
- Willingness and ability to work and prosper within a team environment
- Self-motivated, driven, resilient and humble
- It will be expected to travel nationally and internationally from time to time

mouton citrus

Please send your application to:
recruitment@moutoncitrus.co.za
or apply here:

www.moutoncitrus.co.za