



VACANCY

Commercial Manager

Summary

Mouton Citrus, a leader in the citrus industry and a vertically integrated producer, packer, and exporter located in the Citrusdal Valley, has an exciting opportunity for a Commercial Manager to join our Marketing team.

Our marketing team's strategic objective is to position Mouton Citrus as the preferred supplier to global retailers and select target markets within the global citrus industry. The Commercial Manager will lead the sales team, fostering global client relationships and executing the sales plan.

The ideal candidate should possess advanced negotiation and communication skills, be a team player, and have relevant experience. This role is based in our Citrusdal, Western Cape office.

Key Responsibilities:

- Develop and execute the annual sales plan to ensure optimal product placement, pricing, deal structure, and service delivery.
- Lead commercial team to meet targets and drive growth
- Build and maintain strong relationships with key international clients and retailers to ensure customer satisfaction and loyalty.
- Collaborate with operations, logistics, quality, and financial teams to drive efficient operations, accurate administrative processes, customer service and optimal results.
- Maintain strong relationships with relevant stakeholders, including logistics service providers, producers, and suppliers.
- Ensure the accurate and timely execution of administrative tasks, budgeting, and reporting.
- Monitor market and industry trends, identify customer needs, and provide actionable insights to the team and senior management.

Requirements and Competencies:

- Applicable tertiary qualification and a continuous learning mindset.
- Minimum of 5 years of experience in a commercial or sales leadership role, ideally within the fresh produce, agriculture, or export industries.
- Strong knowledge of the global citrus market, retail dynamics, and export logistics.
- Advanced leadership, management, and analytical capabilities.
- Ability to analyze market data, identify trends, and make data-driven decisions.
- Exceptional negotiation, communication, and interpersonal skills.
- Strong leadership and team collaboration skills.
- Self-motivated, driven, resilient, and humble.
- Ability to travel internationally as required.



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



www.moutoncitrus.co.za