

MILLAR CAMERON

MIRO FORESTRY AND
TIMBER PRODUCTS
CHIEF COMMERCIAL OFFICER

PEOPLE . PASSION . PERSISTENCE



ABOUT *MIRO FORESTRY AND TIMBER PRODUCTS*

Established in 2010, Miro Forestry & Timber Products provides Plywood, Edge Glued Panels, CCA Treated Poles and related forest products to partners and clients in West Africa and around the world. Headquartered from the UK, Miro is fully committed to delivering high quality products produced from the company's sustainable timber plantations and factories in West Africa.

Miro has approximately 20,000 hectares of dedicated forest plantations established through its own planting activities and employs more than 2,000 people. Their plantations and certain of their wood processing operations are Forest Stewardship Council™ (FSC™) certified, meaning they voluntarily comply with the international gold standard of responsible forest management.



CHIEF COMMERCIAL OFFICER *MIRO FORESTRY AND TIMBER PRODUCTS*

THE LOCATION

UK/*AFRICA*



CHIEF COMMERCIAL OFFICER *MIRO FORESTRY AND TIMBER PRODUCTS*

THE ROLE: CHIEF COMMERCIAL OFFICER

MAIN RESPONSIBILITIES:

The Chief Commercial Officer will be responsible for developing and implementing the groups commercial strategy.

A key member of the executive team the CCO will work closely with the CEO, CFO, CSO and COO to deliver shareholder value and achieve Miro's potential.

CHIEF COMMERCIAL OFFICER
MIRO FORESTRY AND TIMBER PRODUCTS

TITLE:
CHIEF COMMERCIAL OFFICER

REPORTING TO:
CHIEF EXECUTIVE OFFICER

LOCATION:
UK/AFRICA

SALARY:
DEPENDENT ON EXPERIENCE

START DATE:
ASAP



THE ROLE: CHIEF COMMERCIAL OFFICER

DIMENSIONS OF THE ROLE:

- Develop the medium- and long-term customer and growth strategy, in line with the overall business strategy
- Responsibility for the development of the company brand
- Monitor and track commercial performance across the company
- Responsibility for channel development and execution
- Develop and execute marketing and advertising strategies
- Track and analyse commercial trends and perform / oversee commercial modelling
- Oversee setting of sales and pricing strategy
- Determine the product portfolio and lead new product development projects
- Work to build trade advocacy, build government and key external stakeholder relationships
- Oversee outbound logistics and warehousing
- Oversee and coordinate the company sales team and marketing
- Take responsibility for sales and marketing systems (CRM etc) as well as product compliance (product certifications and maintenance thereof)
- With the input of the Strategy Director manage production planning and choice of products Miro produces and offers to the market

SKILLS AND QUALIFICATIONS

To apply for this role, please ensure that you have the following skills and experience:

- Ideally 15-20 years' experience of executive leadership experience, with previous P+L responsibility
- In-depth knowledge of implementing a commercial strategy in a similar sector/product environment
- Experience of working in a high growth environment and launch new product to new markets
- High emotional intelligence and culturally agile, with the ability to build and manage international teams
- Excellent team leadership and coaching skills, as well as organizational development
- Comfortable in a high growth and changeable environment
- Excellent written and verbal communication skills

Please send your CV and contact details to Tom Jeffes or Joe Sharpe who will contact you to discuss your application in more detail.



Contact: Tom Jeffes

Email: tom.jeffes@millarcameron.com

Phone: +44 2038 000 304



Contact: Joe Sharpe

Email: joe.sharpe@millarcameron.com

Phone: +44 2038 000 306



WHO ARE MILLAR CAMERON

FINDING THE PEOPLE WHO MAKE THE DIFFERENCE

A SEAMLESS JOURNEY

Founded in 2007, Millar Cameron is an executive and professional search consultancy that focuses on Africa and other emerging markets.

Our goal is to provide client-centric, tailored executive search, recruitment and strategic advisory. Our international reach paired with local market knowledge enables us to provide our clients outstanding leaders who deliver consistent results, irrespective of geography.

We employ a rigorous research driven search process to identify the best fit for our clients, taking into account both hard and soft skill sets.

Our extensive experience yields a robust approach to market intelligence and a longstanding network of global relationships.

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OXFORD

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