

MILLAR CAMERON

COMMERCIAL EXECUTIVE  
*ZAMBEEF*

PEOPLE · PASSION · PERSISTENCE





**ZAMBEEF PRODUCTS PLC (ZAMBEEF) IS THE LARGEST INTEGRATED COLD CHAIN FOOD PRODUCTS AND AGRIBUSINESS COMPANY IN ZAMBIA AND ONE OF THE LARGEST IN THE SOUTHERN AFRICA REGION.**

## **ABOUT ZAMBEEF**

Zambeef is quoted on both the Lusaka Securities Exchange and the AIM market of the London Stock Exchange. It is involved in the primary production, processing, distribution and retailing of beef, chicken, pork, eggs, dairy, fish, flour, stock feed and day-old chicks throughout Zambia and the surrounding region.

It operates 236 retail outlets in Zambia, Nigeria and Ghana. Zambeef also has one of the largest row cropping operations in Zambia, growing maize, soybeans and wheat. Zambeef plants nearly 23,000 hectares annually, with most of the resulting crops being used in the Zambeef animal feed and flour milling businesses.



COMMERCIAL EXECUTIVE ZAMBEEF



THE LOCATION

# LUSAKA, ZAMBIA



COMMERCIAL EXECUTIVE *ZAMBEEF*

THE ROLE: COMMERCIAL EXECUTIVE

## MAIN RESPONSIBILITIES:

- Support development of Business Strategy
- Develop the Group Customer Strategy
- Define and share best practices and provide expertise in the areas of R&I, marketing & promotions, and sales
- Provide shared service support in the areas of outbound logistics & warehousing and business development
- Manage and be the custodian of the Business Brand
- Manage performance of regional exports portfolio
- Support commercial capability development in divisions
- Attract, develop and retain a highly skilled and committed workforce



TITLE:  
COMMERCIAL EXECUTIVE

REPORTING TO:  
CHIEF EXECUTIVE OFFICER

LOCATION:  
ZAMBIA

START DATE:  
1ST SEPTEMBER 2022

## THE ROLE: COMMERCIAL EXECUTIVE

# DIMENSIONS OF THE ROLE:

- Develop the medium and long term customer and growth strategy (which supports the overall Business Strategy)
- Oversee the provision of commercial technical skills and expertise to divisions (incl. research & insights on customers, channels, categories & competitors, marketing & promotions)
- Manage the monitoring, measurement, benchmarking & development of best practices in commercial
- Oversee setting of sales and pricing standards & processes
- Oversee the provision of guidelines, best practice and support for Trade Advocacy to build Government and key stakeholder support
- Ensure key accounts are effectively managed
- Support outbound logistics and warehousing activities across the group
- Put in place capabilities, systems and structures to track, and analyse critical commercial trends, and perform commercial modelling
- Manage and be the custodian of the Business Group Brand
- Coordinate support of business development activities into divisions (market, product and RTM development)
- Ensure effective aggregation of 'above the market' supply and demand management (S&OP)
- Ensure Trade Quality Control standards are set, met and maintained across the group
- Monitor and track commercial performance across the group
- Conduct opportunity and feasibility studies to identify business opportunities
- Responsible for channel development and execution
- Determine the product portfolio that suits customer needs and lead new product development projects
- Assist the divisions to develop and execute marketing and advertising strategies
- Promote and adhere to Zambef food safety procedure, policy and guidelines
- People Management, accountable for performance management, formal informal development and succession planning

# HOW TO *APPLY*

*To apply for this role, please send your CV and contact details to Tom Jeffes or Marc Abrahamson who will contact you to discuss your application in more detail.*



*Contact: Tom Jeffes*

Email: [tom.jeffes@millarcaeron.com](mailto:tom.jeffes@millarcaeron.com)

Phone: +44 2038 000 304



*Contact: Marc Abrahamson*

Email: [marc.abrahamson@millarcaeron.com](mailto:marc.abrahamson@millarcaeron.com)

Phone: +27 (0) 76 600 9233



WHO ARE MILLAR CAMERON

# FINDING THE PEOPLE WHO MAKE THE DIFFERENCE

## A SEAMLESS JOURNEY

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*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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