



OTTOBAUTHENTIC

Let's Talk... we're looking for:

EXPORT MANAGER (PHARMACEUTICAL)
Africa, Europe, MENA, Asia
Salary: Neg.

The Export Manager plays a crucial role in driving the international expansion and sales growth of the pharmaceutical company based in South Africa. Responsible for developing and executing the company's export strategy, the Export Manager aims to identify and capitalize on opportunities in international markets while ensuring compliance with regulations and quality standards. By building and nurturing relationships with international partners, negotiating contracts, and overseeing logistics, the Export Manager facilitates the distribution and sale of pharmaceutical products globally. The purpose of the job is to maximize revenue and market share through effective export management, contributing to the company's overall success and global presence in the pharmaceutical industry.

Responsibilities:

- ⑧ Develop and implement the company's export strategy to achieve sales targets and expand market share in international markets.
- ⑧ Identify and research potential export markets for pharmaceutical products, considering factors such as regulatory requirements, market trends, and competition.
- ⑧ Build and maintain relationships with international distributors, wholesalers, and key stakeholders
- ⑧ Negotiate and finalize sales contracts, pricing agreements, and distribution agreements with overseas partners, ensuring compliance with company policies and legal requirements.
- ⑧ Coordinate with internal departments, including production, logistics, and regulatory affairs, to ensure timely delivery of products and compliance with export regulations and quality standards.
- ⑧ Provide market intelligence and analysis to senior management to support decision-making related to international expansion and product development.
- ⑧ Develop and implement marketing and promotional strategies tailored to international markets, working closely with the marketing team to create relevant materials and campaigns.
- ⑧ Monitor and analyze sales performance in export markets, identifying opportunities for growth and implementing strategies to address challenges or gaps.
- ⑧ Stay informed about changes in international trade regulations, import/export laws, and industry standards that may impact business operations.
- ⑧ Represent the company at international trade shows, conferences, and networking events to promote our products and expand our global presence

Education/Experience/Requirements:

- ⑧ Bachelor's degree in Business Administration, International Business. A Master's degree is preferred
- ⑧ At least 5 years of experience in export management, preferably within the pharmaceutical industry.
- ⑧ Proven track record of successfully expanding sales and market share in international markets.
- ⑧ Knowledge of international trade regulations, import/export laws, and pharmaceutical industry standards.
- ⑧ Analytical mindset with the ability to interpret market data and identify trends and opportunities.
- ⑧ Ability to work effectively in a fast-paced, dynamic environment and manage multiple projects.
- ⑧ Proficiency in Microsoft Office Suite and experience with export management software or ERP systems.
- ⑧ Willingness to travel internationally as needed.
- ⑧ Strong leadership skills with the ability to motivate and inspire a diverse team
- ⑧ Valid international driver's license, travel vaccination card, and Passport

How to Apply: Please submit your resume to: elsa@ottobauthentic.co.za and use the job title as the subject.

Kindly note: If you have not heard from us within 7 working days, your application was unsuccessful.