

Vacancies

The Foods Company Limited (TFCL) is a subsidiary of Press Corporation Limited. TFCL is the leading fish processing company in Malawi and it has an ambitious vision of taking its fish capturing and aquaculture activities to greater heights. The Company would like to enhance its team with addition of personnel who are equally ambitious, innovative and ready to meet the challenges.

Thus we are looking for personnel to take up the following positions which are based at the Company's head office in Lilongwe.

SALES AND MARKETING MANAGER (1)

The Incumbent, reporting to the General Manager, will be responsible for formulating the Sales and Marketing strategy and its implementation. This includes being the champion of the Sales and Marketing function in terms of its organization and driving and achievement of the sales targets while ensuring attainment of the planned profitability.

The Job

(A) Sales Management:

1. Development of sales infrastructure and organization.
2. Development of sales strategies and tactics which include trade promotions.
3. Management of key accounts.
4. Demand forecasting.
5. Coordinating with Aquaculture, Capture Fisheries, Supply Chain and Production departments regarding product requirements.
6. Overseeing warehouse management.

(B) Marketing Management:

1. Marketing Strategy Development.
2. Consumer Understanding.
3. Brand Equity Management.
4. Brand Communication management.
5. Leadership of Brand Innovation.
6. Media Management.
7. Conducting Marketing Operations e.g. promotions.
8. Conducting Public Relations activities.
9. Managing product profitability.

(C) Personnel Management Skills:

1. Target setting, development and implementation of reward systems for the Sales team.
2. Partaking in personnel recruitment through manpower planning and actual conducting of interviews.
3. Coaching and developing of the Sales and Marketing team.
4. Managing conflicts whether individual or collective.
5. Conducting coaching and counselling sessions to improve subordinates' performance.
6. Partaking in disciplinary processes.
7. Determining training needs for the Sales and Marketing team.

The Person

1. Must be able to understand and interpret management and financial accounts, product costing, cash flow statements and management thereof.
2. Must have excellent communication skills through written reports and personal presentations.
3. Must be a go-getter.
4. Must have excellent computer (Excel, Word & PowerPoint)

SAFETY, HEALTH AND ENVIRONMENTAL OFFICER (1)

The Incumbent will plan, coordinate and execute Safety, Health and Environmental Management System operations are conducted in an efficient and effective manner, ensuring compliance with all applicable legal and regulatory requirements.

The Job

(A) Safety, Health and Environmental Management:

1. Coordinates and maintains the organization's Safety, Health and Environmental Issues through reviews and audits.
2. Develops training programs for the Occupational Safety and Health for the TFCL.
3. Conducts safety inductions for new employees to ensure safety adherence before executing tasks.
4. Performs site inspections and audits to identify potential risks through physical checks.
5. Conducts staff internal training routine with focus on the emergency evacuation plan and fire drills.

(B) Enterprise Risk Management:

1. Develops and implements the company's Risk Management and Contingency and Recovery Plan.
2. Assesses and identifies all risks associated with the Company.
3. Analyses and evaluates all identified risks to establish relevant strategies to mitigate uncertainties and opportunities.
4. Reports risks to relevant stakeholders in the company to ensure their accountability on applicable risks.
5. Prepares monthly reports on accidents and incidents.

The Person

1. The Person must be energetic, a self-starter and have strong communication and analytical skills.
2. Must be prepared to work with minimum supervision.
3. Must have knowledge of Occupational Safety and Health.
4. Must Possess a Bachelor of Science Degree in Safety, Health and Environment/Science and Technology/Applied Sciences or equivalent.
5. Must have a minimum of three years experience in an industrial environment.

Remuneration

The positions offer very competitive remuneration and excellent prospects for career growth.

If you think you can rise to the challenges of any of the above positions and are interested, please send your application together with a detailed curriculum vitae, including contact details and traceable referees, to the following address:-

