

AGRO-MARKETING AND TRADE AGENCY RE-ADVERTISEMENT

1 X CHIEF EXECUTIVE OFFICER (CEO) DUTY STATION: WINDHOEK

Overview: The Agro-Marketing and Trading Agency (AMTA) is seeking a dynamic and visionary leader to serve as the Chief Executive Officer. The ideal candidate will be a seasoned professional with a proven track record in the commercial sector agro-marketing and trading sector, capable of driving strategic initiatives, fostering stakeholder relationships, and ensuring the overall success of the organization.

Responsibilities:

1. Strategic Leadership:

- Develop and implement a comprehensive strategic plan to achieve AMTA's mission and goals.
- Provide visionary leadership to drive the organization's growth and profitability.
- Identify and capitalize on market trends, emerging technologies, and business opportunities.

2. Operational Excellence:

- Oversee day-to-day operations to ensure efficiency, quality, and compliance with industry standards and regulations.
- Streamline processes to enhance productivity and reduce operational costs.
- Implement and monitor key performance indicators (KPIs) to measure the organization's performance.

3. Stakeholder Engagement:

- Build and maintain strong relationships with key stakeholders, including farmers, suppliers, government agencies, and industry partners.
- Represent AMTA in industry forums, conferences, and other relevant events.
- Collaborate with government bodies to advocate for policies that support the growth of the agro-marketing and trading sector.

4. Financial Management:

- Develop and manage the annual budget, ensuring financial sustainability and responsible resource allocation.
- Implement financial controls and risk management strategies to safeguard the organization's financial health.
- Identify new revenue streams and investment opportunities.

5. Team Leadership:

- Recruit, develop, and lead a high-performing team, fostering a positive and collaborative work environment.
- Provide mentorship and professional development opportunities for staff.
- Cultivate a culture of innovation, accountability, and continuous improvement.

Qualifications:

- Master's degree in Business, Agricultural Economics, Commerce, or a related field;
- MBA is mandatory or advanced degree preferred.
- Proven experience (at least 10 years) in a leadership role within the agri-business and or commercial sector.
- Strong understanding of agricultural value chains, market dynamics, and supply chain management.
- Excellent strategic planning and execution skills.
- Demonstrated ability to build and maintain relationships with diverse stakeholders.
- Financial acumen and experience managing budgets of a similar scale.
- Exceptional communication and interpersonal skills.
- Visionary thinking with a commitment to sustainability and ethical business practices.

Key Performance Areas

1. **Revenue Growth:** Achieve and sustain year-on-year revenue growth.
2. **Operational Efficiency:** Improve operational efficiency.
3. **Stakeholder Satisfaction:** Maintain healthy stakeholder relationships
4. **Financial Health:** Meet or exceed financial targets outlined in the annual budget.
5. **Market Penetration:** Grow and maintain market share as determined in the Intergraded Strategic Business Plan.
6. **Employee Engagement:** Maintain a high level of employee engagement, as measured by internal surveys.
7. **Innovation:** Develop and manage an innovation pipeline to enhance AMTA's competitive position.

Application Process:

AMTA is an equal opportunity employer and encourages applications from candidates of all backgrounds.

For application to be valid, a submission must be made within the stated deadline and should comprise of the following:

- A cover letter, providing a detailed motivation for the position, signed by the applicant.
- An updated detailed curriculum vitae, including at least two professional references.
- Certified copies of the highest academic qualifications attained. Foreign qualifications must be evaluated by the Namibian Qualification Authority (NQA) and proof of evaluation of qualification should be attached.
- Certified copies of Identity Documents and all other supporting documents.

NB: Integrity – All applicants must submit a valid Certificate of Conduct from the Namibian Police, not older than six (6) months.

Namibian citizens shall enjoy preference.

In terms of the Affirmative Action (Employment) Act 29 of 1998, people from designated group and persons with disabilities who meet the prescribed advertised requirements are encouraged to apply

Only online applications via the Visions Foresight online recruitment portal shall be accepted.

Scan this code or click the link below to access on-line applications via the recruitment portal.

<https://foresight.visions.com.na/>



NB: All appointments will be vetted according to the due process.

Only short-listed candidates will be contacted, and no documents will be returned to applicants. Short-listed candidates will be subjected to psychometric assessments.

Enquiries can be directed to Dr Rudi Koekemoer recruitment@visions.com.na

CLOSING DATE: FRIDAY 13 SEPTEMBER 2024 AT 13:00

No applications will be accepted after the closing date and time.