



the dtic

Department:
Trade, Industry and Competition
REPUBLIC OF SOUTH AFRICA

EXPORTS BRANCH

Director: Rest of the World 12 Months Contract

All-inclusive remuneration package of R 1 162 ,200.00 per annum

Ref: (Exports – A101)

Overview: To oversee and coordinate export promotion and marketing in the relevant region.

Mandatory requirements: Postgraduate qualification in Business Management / Economics / Marketing. 5 year's relevant middle/senior managerial experience in an export promotion environment.

Skills / Knowledge requirements: Experience in reporting, risk management, stakeholder and customer relations management, people management, financial management, project management, strategic capability and leadership. Extensive experience in developing and implementing export promotion strategies in a dynamic and fast-paced environment. Strong understanding of market intelligence analysis, export opportunities, and trade initiatives. Excellent interpersonal and communication skills to collaborate effectively with internal and external stakeholders. Proficiency in utilizing technology for data management and reporting. Strategic thinker with the ability to drive innovative solutions and adapt to changing market dynamics. Proven ability to network and build partnerships with various government agencies, industry associations, and international organizations. Knowledge and understanding of Public Finance Management Act and Treasury Regulations, public service regulations Proficient in MS Packages.

Duties: Overseeing Business Plan Development: Consolidating inputs and finalizing business plans for the relevant regions of the Export Promotion Unit. Market Intelligence Assessments and Outcomes: Gathering market intelligence for export strategies and collaboration with researchers. Developing and maintaining databases of companies. Identifying export opportunities and collaborating with relevant entities. Initiating and implementing region/market-specific international trade initiatives. Managing Export Services and Aftercare: Developing client services, policies, and continuous improvement. Ensuring effective handling of export inquiries and provision of sector information. Coordinating with stakeholders for identified opportunities and recruitment. Co-ordinating Export Promotion Strategies: Realizing export promotion projects as per business plan. Organizing export promotion projects, including specialized events. Coordinating participation in trade projects and forums. Branding and profiling South African products internationally. Stakeholder Partner Coordination: Collaborating with export partners, government departments, and international agencies. Establishing and maintaining relationships with key contacts abroad. Monitoring and Evaluation: Reviewing export strategies and projects. Reporting progress on projects and strategies. Enhancing service delivery based on customer feedback. Knowledge Management and Communication: Institutionalizing export promotion methodologies and maintaining documentation. Updating the company website with export promotion activities.

Note: Shortlisted candidates will be subjected to a technical exercise and the selection panel for SMS positions will further recommend candidates to attend a generic managerial competency-based assessment. The Senior Management Pre-Entry Programme (Nyukela Programme) as endorsed by the National School of Government (NSG) must be completed before an appointment can be considered. The course is available at the NSG under the name Certificate for entry into the SMS and the full details can be sourced by the following link: <https://www.thensg.gov.za/training-course/sms-pre-entryprogramme/>. No appointment will take place without the successful completion of the pre-entry certificate and submission of proof thereof. Background verification, social media checks and security vetting will form part of the selection process and successful candidates will be subjected to security vetting. It is the applicant's responsibility to have foreign qualifications evaluated by the South African Qualifications Authority (SAQA). Applications received after the closing date will not be considered. Correspondence will be limited to shortlisted candidates only. If you have not been contacted within 3 months of the closing date of this advertisement, please accept that your application was unsuccessful.

Applications can be submitted: Via e-mail to dticapplications@tianaconsulting.co.za (Ref no. should appear in subject-line), by post to The Director, Tiana Business Consulting Services (Pty) Ltd, PO Box 31821, Braamfontein, 2017; Hand-delivered to the dtic Campus, corner of Meintjies and Robert Sobukwe Streets, Sunnyside, Pretoria. The application must include only completed and signed new Form Z83, obtainable from www.thedtic.gov.za (Careers), any Public Service Department or on the internet at www.gov.za, and a detailed Curriculum Vitae. Certified copies of qualifications and Identity Document or any other relevant documents to be submitted by only shortlisted candidates to HR on or before the day of the interview date. the dtic reserves the right not to fill any advertised position(s).

the dtic is an equal opportunity affirmative action employer.

For enquiries regarding applications, contact the Recruitment Office, tel. (012) 394-1809/1835

the dtic welcomes applications
from all persons with disabilities.

Closing date: 15 September 2023