



the dtic

Department  
Trade, Industry and Competition  
REPUBLIC OF SOUTH AFRICA

## EXPORTS BRANCH

### Director: Export Networks 12 Months Contract

All-inclusive remuneration package of R 1 162 ,200.00 per annum  
Ref: (Exports – A103)

**Overview:** To oversee and coordinate export promotion and marketing.

**Mandatory requirements:** Postgraduate qualification in Business Management/ Economics/ Marketing. 5 years' experience in Communication/Marketing/Export Promotion Environment in Middle Management Level.

**Skills / Knowledge requirements:** Proven experience in developing and managing export networks and partnerships, preferably in an international investment and export environment. In-depth knowledge of the export industry, global trade practices, market dynamics, and regulatory requirements. Strong negotiation and relationship-building skills to establish and maintain productive partnerships with exporters and international stakeholders. Proven ability to network and build partnerships with the export community, various government agencies, industry associations, and international organizations. Excellent interpersonal and communication skills to collaborate effectively with internal and external stakeholders. Strategic thinker with the ability to drive innovative solutions and adapt to changing market dynamics. Knowledge and understanding of Public Finance Management Act and Treasury Regulations, public service regulations. Experience in reporting, risk management, stakeholder and customer relations management, people management, financial management, project management, strategic capability and leadership. Proficient in MS Packages.

**Duties:** Strategic Partnership Development: Develop and implement a comprehensive strategy to identify and establish strategic partnerships, alliances and export networks to support the country's export goals. Identify potential partners, distributors, agents, and other relevant stakeholders in target markets to support export networks. Conduct market research and analysis to identify emerging opportunities, trends, and competitor strategies in the export environment and target markets. Stakeholder Management: Build and maintain strong relationships with international partners, distributors, agents, and industry associations to strengthen the dtic export networks. Collaborate with export network members and partners to align export objectives, develop joint marketing strategies, and unlock export opportunities. Provide ongoing support, training, and resources to export network members to ensure effective collaboration and achievement of export targets. Market Expansion: Identify and evaluate new market opportunities for exports, considering factors such as market demand, competition, regulatory environment, and potential risks. Develop market entry strategies and plans in collaboration with cross-functional departmental teams and export network members. Implement market entry strategies together with export network members by leveraging available tools, mechanisms and resources, domestically and in international markets. Performance Analysis and Reporting: Establish key performance indicators (KPIs) and metrics to measure the effectiveness of export networks and partnerships. Conduct regular analysis and evaluation of export networks performance and contributions by members, to identify areas for improvement and optimization. Prepare comprehensive reports and presentations to communicate export network performance, achievements, challenges, and recommendations to senior management and Leadership.

**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](mailto: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](http://www.thedtic.gov.za) (Careers), any Public Service Department or on the internet at [www.gov.za](http://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**

**Closing date: 15 September 2023**

**the dtic welcomes applications  
from all persons with disabilities.**