



the dtic

Department:  
Trade, Industry and Competition  
REPUBLIC OF SOUTH AFRICA

## EXPORTS BRANCH

### Director: Trade Barriers 12 Months Contract

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

**Ref: (Exports – A102)**

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

**Mandatory requirements:** Postgraduate qualification in Business Management/ Economics/ Marketing. 5 years' middle management experience in an export promotion environment.

**Skills / Knowledge requirements:** Extensive experience in international trade, trade policies, barriers, and market access strategies. Experience in engaging in advocacy efforts, lobbying, and trade dispute resolution processes. 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. 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:** Develop and Implement Trade Barrier Strategies: Conduct comprehensive research and analysis to identify existing and emerging trade barriers impacting exports. Develop and implement strategies to overcome trade barriers, enhance market access, and optimize export opportunities. Collaborate with cross-functional teams to resolve barriers. Stakeholder Management: Establish and maintain effective relationships with government agencies, trade associations, export councils, industry partners, and other relevant stakeholders. Collaborate with Departmental branches and entities to align trade barrier strategies and address compliance issues. Represent the Department in trade-related engagements, meetings, and industry forums. Trade Barrier Resolution: Develop and implement initiatives to resolve trade barriers, such as engaging in advocacy efforts, lobbying, and trade dispute resolution processes. Collaborate with internal and external stakeholders to develop innovative solutions and alternative approaches to resolve trade barriers. Monitor the effectiveness of implemented strategies and adjust them as needed to achieve desired outcomes. Barrier Research and Analysis: Coordinate market research to identify barrier impact on potential export markets and evaluate the feasibility of their resolution. Analyse market trends, customer demands, and competitor activities to identify trade barrier challenges and opportunities. Provide insights and recommendations to senior management based on research findings. Team Leadership and Development: Lead, mentor, and inspire a team of trade barrier resolution specialists and analysts. Provide guidance, support, and training to team members to enhance their skills and knowledge on barriers. Foster a collaborative and results-oriented work environment, promoting cross-functional teamwork and knowledge sharing.

**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.**