

**COMMERCIAL MANAGER
HIRT & CARTER
DURBAN**

CORE PURPOSE OF THE JOB:

The Commercial Manager will be required to ensure that the commercial objectives of the business are appropriately managed, and the commercial strategy is developed and delivered in accordance with the requirements of the business.

KEY PERFORMANCE AREAS:

- Plays a strategic role in analysing pricing models against competitor pricing
- Ensure the Estimating team produces accurate quotes on time and in line with organisational goals
- Responsible for strategic procurement to ensure budgeted material percentage is achieved
- Oversee and manage raw materials warehouse and finished goods warehouse to ensure timeous support to meet objectives
- Conduct analysis on throughput sales and material usage by product and press to identify strategic focus areas for improvement
- Manage and control the delivery of tenders when necessary
- Strategic review of spend based on required BEE outcomes
- Develop a high performing service team culture that prioritises the customer experience and focus on team work, service excellence and ownership for resolving customer issues

QUALIFICATIONS / EXPERIENCE:

- Relevant tertiary qualification in Finance or Management Cost Accounting with at least 5 years' experience in a similar role within a medium to large organisation with a focus on estimating management, financial analysis, economics, business processes reporting and documenting
- Print manufacturing experience will be highly beneficial
- Ability to analyse comprehensive business processes, perform in-depth work analyses and develop computer-generated flow charts
- Advanced computer skills

BEHAVIOURS & ATTRIBUTES:

- Strong customer focus and understanding
- Financial administration skills
- Business skills
- Performance driven
- Management and leadership skills

The advert has minimum requirements listed.
Management reserves the right to use additional / relevant information as criteria careers@hcg.one
Closing date for applications is Friday, 09th February 2024