

# CHOPPIES

*Great value for your money!*

## VACANCIES

Choppies Distribution Centre (Pty) Ltd is looking for the following professionals;

### 1. BUSINESS DEVELOPMENT MANAGER

#### JOB SUMMARY:

The successful candidate will work with the internal team, marketing staff, and other managers to increase sales opportunities, work with accountants and other staff to ensure all money owed to the company is billed and received correctly and in a timely fashion, and thereby maximize revenue for the organization.

#### KEY RESPONSIBILITIES:

- To implement growth oriented strategies.
- Research prospective accounts in targeted markets, pursue leads and follow through to a successful agreement.
- Understand the target markets, including industry, company, project, company contacts and which market strategies can be used to attract clients.
- Collaborate with design and sales teams to ensure that requirements are met.
- Maintain relationships with current clients and identify new prospects within the area you have been assigned.
- Possess a strong understanding of our products, our competition in the industry and positioning.
- Follow the latest industry developments and stay up-to-date on corporate competitors.

#### QUALIFICATIONS & EXPERIENCE:

- A Master's Degree in any business field is required.
- A minimum of six (6) years in a similar post at a senior level.
- Experience in modern marketing and sales tools.
- Superior IT skills are required.
- Excellent written and verbal communication skills are a must.
- Good Managerial skills at senior level.

### 2. COST CONTROL EXECUTIVE

#### KEY RESPONSIBILITIES

- work in conjunction with all department heads to ensure maximum profitability
- Provide critical assessment of all budgets and cost projections
- Assess all incoming products, resources, and services to ensure the best price
- Maintain vendor and service provider relationships
- Remain acutely aware of market trends that could impact resource costs
- Keep up to date on new vendors and possible cost-cutting partnerships
- Analyze invoices to ensure correct products/services were received at the expected cost

- Collaborate with department heads to strategize ways to minimize waste
- Demonstrate a comprehensive understanding of the interdependency of cost drivers
- Understand the entire arc of the business and how productivity impacts profitability
- Develop and implement proactive solutions and cost-cutting measures
- Present new strategies and assessments to stakeholders in a compelling fashion
- Educate and persuade stakeholders to procure buy-in and cooperation

#### QUALIFICATIONS

- Bachelor's degree in business/finance or relevant field strongly preferred
- Minimum 6 years' experience working in cost control
- Management experience strongly preferred
- Exceptionally well organized with an aptitude for data
- Outstanding communication skills, both written and verbal
- Solid networking and interpersonal skills
- Able to generate budgets and reports
- Strong presentation skills, able to explain concepts concisely and accurately
- Able to develop strong, cooperative relationships with department heads
- Creative thinking skills and ability to solve problems

### 3. CHEF / INDIAN CHEF

Fully qualified chef is required who must have an in-depth knowledge of cooking in Indian cuisine.

#### QUALIFICATIONS & SKILLS

- Expertise in Indian cuisine such as Tandoori, Curry and/or Gujarati cooking
- Minimum Certificate in Food handling/Safety/ hotel & catering or its equivalent.
- Must have good communication skills.
- Should have a flexible attitude.
- Must be enthusiastic about food and hospitality industry.
- Must be able to train local assistant cooks.

Apply with your CV, References and certificates to the:

**The General Manager- Human Resources**  
**Choppies Distribution Centre (Pty) Ltd**  
**Private Bag 00278**  
**Gaborone**

**Closing Date: 4<sup>th</sup> of February 2022.**