

Van Rees Limited Malawi is part of the **Van Rees Group**, established in 1819 and headquartered in the Netherlands. Van Rees distinguishes itself as one of the leading international suppliers and processors of tea. The core business is worldwide buying in bulk, blending, trading and distribution of tea. In-depth product knowledge, a sophisticated market approach and a global network form the basis for the success of the company. Offices are for instance located in Canada, Sri Lanka, Indonesia, India, and Kenya. A long history has made the name Van Rees well known and recognised in the tea business. Our ambition is to support the industry and continue our expansion in the future.

The Van Rees Group forms part of Acomo N.V. (www.acomo.nl), a Dutch listed trading company specialised in food products and founded in 1908. Acomo is an international group of companies that sources, trades, treats, processes, packages and distributes conventional and organic food products and ingredients for the global food and beverage industry.

Van Rees has a transaction-oriented commercial culture and a strong international character, with respect for other people, cultures and practices taken for granted. The atmosphere is open, informal, and pragmatic.

To strengthen and expand our international commercial team in Blantyre, we are looking for a:

SENIOR TEA MANAGER

The **Senior Tea Manager** will foster and grow the company's commercial activities by:

- Developing existing customers relationships and building connectivity with new customers.
- Developing customer sales strategies and build relationships based on the company's values.
- Identifying and contact prospective customers, build, and nurture with existing customers.
- Contributing to the assessment of customer needs and suggest appropriate services and solutions that maximize revenue and improve profitability.
- Participating in regional and global commercial activities in close co-operation with the director, tea traders and experts in our overseas offices.
- Expanding your product knowledge and sourcing capabilities and with the help of our traders develop the business commercially.

Candidate profile:

You are enthusiastic about tea or interested to become a specialist. You will be purchasing, blending, selling and the use of marketing tools, along with the tea tasting and grading. Your approach is self-starting, analytical & pragmatic. You use creativity and determination to reach your targets and are interested to work in a very international environment.

We are looking forward to meeting candidates with:

- A higher education or graduate level
- A minimum of 5 years' experience in tea or in a related field
- Self-starting & analytical abilities
- Strong communication skills
- Build strong customer relationships and deliver customer-centric solutions.
- Effectively build formal and informal relationship networks inside and outside the organization
- A pragmatic and flexible attitude
- Passion for working and interacting directly with customers, willingness to visit customers.
- An excellent command of English both written and spoken.

We offer:

- A dynamic, unique, interesting, and commercial job in the global tea
- Personal growth and advancement possibilities for a successful candidate are a natural career progression.
- Remuneration package commensurate with experience and in line with the Van Rees Group pay structure.

Please send your application, including C.V., to:

hrm@vanrees.com.

For further enquiries please contact:

Mrs Marie-Jose van Peer, HR, phone no. +31 10 4021775

Acquisition induced by this ad will not be appreciated.



