

Job Description: Marketing & Sales Officer

Location: Kampala, Uganda

Term: 2 Years – renewable

Start Date: March 02 2020

Company Overview

Latitude Trade Company (LTC) is a rapidly growing social enterprise in Uganda sourcing specialty cacao for export and producing bean to bar chocolate at origin. Working with over 1,000 certified organic smallholder farmers, our mission is to sustainably increase incomes and reduce risk for our suppliers while positively impacting the community and environment surrounding our operations. We aim to provide chocolate makers and consumers in East Africa and around the world with the highest quality, transparently sourced and fully traceable Ugandan cocoa products.

Job Description

The Marketing & Sales Officer is a full-time, in-country position implementing marketing, advertising and distribution strategies for Latitude chocolate within Uganda, East Africa and overseas. The core responsibilities include:

- Contributing to development of marketing, branding, packaging and distribution strategies
- Implementing sales and distribution strategies via retail, wholesale, and online
- Implementing strategies for customer acquisition and customer care
- Liaising with production staff to plan and coordinate monthly schedule of orders
- Implement social media and online advertising strategies
- Coordinate packaging, media, and advertising requirements
- Support implementation of chocolate education and tours programs
- Organize and carry out events, tours and tastings
- Support logistics of distribution channels for all chocolate products
- Participate in product development and ongoing market research

In addition to these responsibilities, all employees are encouraged to propose programs, strategies or experiments which they feel offer a promising avenue for improvements to the company or livelihoods of the farmers.

Qualifications:

- Bachelor's and/or Master's degree from reputable university in related field
- Prior experience in marketing, sales, and distribution of food products in Sub-Saharan Africa
- Knowledge of or previous experience in hospitality, food and beverage, food manufacturing, confectionery, bakery supply-chain, and/or specialty product distribution
- High degree of organization and communication skills
- Fluent spoken and written English
- Ability and willingness to learn on the job
- Outgoing personality with an interest in quality products made in Africa
- Positive attitude and sense of humor

Benefits & Compensation:

- Competitive monthly salary
- Communications allowance
- Reimbursement of health related expenses
- 21 days of annual leave plus public holidays
- Coverage of all work-related travel
- Candidates hired from outside of Uganda will be provided with relocation support

Interested candidates please submit CV, cover letter, and references to jobs@latitudetrade.co.

Please note, this position is open to East African citizens only.