

MILLAR CAMERON

PEOPLE · PASSION · PERSISTENCE

**SOMC REGIONAL
VICE PRESIDENT
SEABOARD OVERSEAS
*MANAGEMENT COMPANY***

SOMC REGIONAL VICE PRESIDENT
SEABOARD OVERSEAS MANAGEMENT COMPANY



Pain d'Or
**ABOUT
SEABOARD OVERSEAS MANAGEMENT COMPANY**

Starting its operations in West Africa in 1968, Seaboard Overseas Management Company has rapidly expanded its involvement across the continent. It is now active in 15 different countries in the North, East, South, and West of the continent that specialize in the trading and logistics of agricultural commodities such as Wheat, Soybeans, and Vegetable Oils.

As a global organization they process over 14 million tons of commodities per year and place the values of integrity, quality, and consistency at the core of their business objectives. They are able to leverage their strong vertical integration as a company to attain a competitive advantage facilitating growth.

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MINOTERIE DU CONGO



THE LOCATION

**KINSHASA,
DEMOCRATIC
REPUBLIC OF CONGO**

SOMC REGIONAL VICE PRESIDENT
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MAIN RESPONSIBILITIES:

The Regional Vice President will oversee modern food processing operations located in multiple countries. Responsibilities will include providing leadership to develop and grow the business, achieving profitability through implementation of a plan based on detailed analysis and strategic thinking; creatively and developing a strategic business plan for growth that will include annual goals, objectives, budgets and targets with key performance indicators.

SOMC REGIONAL VICE PRESIDENT
SEABOARD OVERSEAS MANAGEMENT COMPANY

TITLE:
SOMC REGIONAL VICE PRESIDENT

REPORTING TO:
SOMC CEO

LOCATION:
KINSHASA, DEMOCRATIC
REPUBLIC OF CONGO

SALARY:
220,000 – 250,000 USD
NET/ ANNUAL

TRAVEL:
TRAVEL REQUIRED FOR
CONFERENCES AND COMPANY
MEETINGS

START DATE:
TO BE DISCUSSED

DIMENSIONS OF THE ROLE:

- Lead the General Managers of the operations and assist them with the development and achievement of their short term and long-range plans
- Propose and execute the affiliates strategic business plans
- Provide guidance on new product innovation
- Assist with the development of new products and distribution of all products. Promote new advertising/ creative promotional concepts
- Oversee branch offices to ensure efficiency and maximization of throughput and income
- Review and approve cost/profit center budgets
- Oversee cost control and margin maximization
- Review daily/weekly/monthly management reports
- Proactively review and approve weekly/ monthly financial reports; review income and cashflow projections
- Ensure company is operating in a continuous improvement environment by encouraging new ideas through open communication
- Review proposals and implement approved projects for new business projects and capital expenditures in a most efficient and timely manner
- Proactively communicate with key stakeholders and partners, BOD and government officials as necessary
- Review primary raw material inventory levels at affiliates and other ingredients in an efficient manner to avoid any grind-out and/or production delays, while maintaining an optimized grist cost
- Establish relationships with key customers that will include regular on-site visits
- Manage and develop the management team for further opportunities. Scope to include identifying potential leadership amongst existing management group, assist in developing peer review practices
- Assist in developing best practices employee/executive training programs

HOW TO APPLY

To apply for this role, please ensure that you have the following skills and experience:

- University degree in related field required
- 10+ years management experience with an industrial operations or manufacturing company, preferably in flour milling or similar industry
- Understanding of agricultural commodities markets required
- Experience with managing commercial, industrial or logistical operations in a developing country
- Experience with food distribution preferred
- Demonstrated strong leadership/ decision making skills required
- Demonstrated ability to effectively communicate with people at all levels required
- Experience with combating theft and fraud in a developing country environment required
- Fluency in French is required

Please send your CV and contact details to Achim, Tom or Lochlann who will contact you to discuss your application in more detail.



Contact:
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WHO ARE MILLAR CAMERON

FINDING THE PEOPLE WHO MAKE THE DIFFERENCE

A SEAMLESS JOURNEY

Founded in 2007, Millar Cameron is an executive and professional search consultancy that focuses on Africa and other emerging markets.

Our goal is to provide client-centric, tailored executive search, recruitment and strategic advisory. Our international reach paired with local market knowledge enables us to provide our clients outstanding leaders who deliver consistent results, irrespective of geography.

We employ a rigorous research driven search process to identify the best fit for our clients, taking into account both hard and soft skill sets.

Our extensive experience yields a robust approach to market intelligence and a longstanding network of global relationships.

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OXFORD

LONDON

NAIROBI