



Job Title: General Manager - Regional Office

Location: Tema, Ghana

About us:

Cocoasource is a commodity trading company based in Switzerland. Founded in 2007, it specializes in sourcing and delivering high-quality products to clients worldwide. Mostly involved in cocoa beans, cashew nuts, and rubber, Cocoasource deals with approximately 140,000 MT of products annually. With six regional offices in Africa and a subsidiary office in Singapore, the company employs about 23 people at its headquarters and approximately 140 people abroad.

At the core of our identity lie trust, fairness, and commitment. We focus on implementing practices that contribute to improving quality of life and addressing some of the most pressing global challenges. Our dedication to our customers, to sustainable practices, ethical sourcing, and innovation sets us apart in the industry.

We are seeking a dynamic and experienced General Manager to join our team and lead our sourcing operations, driving growth in Ghana. Our regional office in Tema, established in 2022, comprises 3 employees responsible for purchasing, storing, and exporting traceable, high-quality cocoa beans and raw cashew nuts.

Position Overview:

The General Manager will lead the regional office in all aspects of its operations, with a focus on strategic growth and market expansion in the global commodities market. This role demands an experienced leader with a deep understanding of the commodities export sector, excellent management skills, and a proven track record of driving business success. The General Manager will ensure the subsidiary's growth, profitability, and compliance with all corporate policies and regulations.

He will report directly to the Trading Director and have a dotted-line reporting relationship to the Finance Director, both based at our headquarters.

Key Responsibilities:

- **Strategic Leadership:** Develop and implement the regional office's strategic plan in alignment with the overall goals of Cocoasource, to enhance market position and achieve business growth.
- **Market Expansion:** Identify and capitalize on new business opportunities within Ghana. Establish and maintain relationships with key stakeholders, including clients, suppliers, and government officials.
- **Operational Oversight:** Manage daily operations to ensure efficiency and compliance with industry standards, including procurement, logistics, quality control, and regulatory requirements.
- **Financial Management:** Oversee the regional office's financial performance, including budgeting, forecasting, and financial reporting to the Finance Director at the headquarters. Ensure cost-effective management of resources and adherence to financial targets.

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- **Risk Management:** Identify and mitigate risks associated with commodity export operations, including market volatility, supply chain disruptions, and regulatory changes.
- **Team Leadership:** Lead and develop a high-performing team, fostering a culture of excellence, accountability, and continuous improvement.
- **Compliance and Sustainability:** Ensure all operations comply with international trade regulations and environmental standards. Promote sustainable practices within the supply chain.
- **Reporting:** Provide comprehensive reports to the Trading Director at the headquarters on business performance, strategic initiatives, and market conditions.

Qualifications:

- Bachelor's degree in Business Administration, International Trade, Supply Chain Management, or a related field; MBA or equivalent advanced degree preferred.
- Minimum of 3 years of management experience in the commodities export industry.
- Deep knowledge of global commodities markets, export regulations, and supply chain logistics.
- Proven ability to develop and implement strategic business plans.
- Proven experience in strategic planning and execution.
- Strong financial acumen and experience managing budgets and financial plans.
- Excellent leadership, communication, and negotiation skills.
- Ability to navigate complex regulatory environments and manage compliance requirements.

Skills:

- Strategic planning and execution
- Market analysis and expansion
- Financial management and budgeting
- Supply chain and logistics management
- Risk assessment and mitigation
- Leadership and team development
- Strong communication and negotiation abilities
- Flexibility to respond to changing market conditions and unexpected challenges
- Regulatory compliance

Personal attributes:

- Proactive and self-motivated with an independent mindset
- Detail-oriented and organized
- Ability to work under pressure and meet deadlines
- High level of integrity and ethical standards

How to Apply:

Interested candidates should submit their resume and a cover letter detailing their qualifications and experience to evannay@cocoasource.ch with the subject line "General Manager - Ghana".