

SOUTHERN AFRICA TRADE AND INVESTMENT HUB

CALL FOR RESUMES: EXPORT COMPETITIVENESS DIRECTOR

BACKGROUND:

The USAID Southern Africa Trade and Investment Hub (SATIH) project, a five-year trade and investment facilitation project for Southern Africa, is expected to increase global competitiveness and intra-regional trade and improve food security in Southern Africa. Anticipated project activities include efforts to leverage finance and investment in targeted sectors; support national and regional bodies to facilitate intra-regional trade of agricultural commodities and economic integration; facilitate improved private sector export competitiveness in key value chains, and expand trade including increased utilization of the African Growth and Opportunity Act (AGOA).

DAI is actively recruiting an Export Competitiveness Director. A full scope of work is included below. Interested candidates should submit their curriculum vitae to SATIH-Recruitment@dai.com before April 24, 2017. Only short-listed candidates will be contacted.

OBJECTIVES AND DUTIES:

The Export Competitiveness Director will provide overall leadership and oversee implementation of technical activities to increase global trade in Southern Africa, particularly with exports to global markets. S/he will design and manage strategies to support increased trade and investment, including value addition, improved sector-wide business practices, and improved economies of scale.

SPECIFIC TASKS AND RESPONSIBILITIES:

- Guide and manage technical strategy, activities, and staff under Export Competitiveness;
- Develop innovative solutions to enhancing trade flow within the region and to US and EU markets;
- Interface with the COP and Leader of each components for maximum synergies;
- Design and lead events to facilitate direct business linkages, including trade shows and expos, inward buyer missions, B2B events, and other forums.
- Build the capacity of national export promotion agencies to develop new marketing and matchmaking strategies to link export-focused firms with buyers, traders, and other international market actors.
- Work collaboratively with the U.S. Commercial Service, OPIC, the USAID regional Trade Hubs, and other U.S. agencies to align and leverage U.S. investment in target AGOA sectors and support the Doing Business in Africa campaign;
- Design and lead events to facilitate business linkages and assist international and regional buyers to link with Southern African exporters. Such events include trade shows and expos, inward buyer missions, business-to-business (B2B) events, and other forums, working with suppliers to present product samples, spec sheets, world class quality marketing and booths;
- Provide technical assistance to Southern African enterprises in targeted sectors to improve product offerings and prepare exporters to meet international demand and specifications;
- Serve as a speaker on panel discussions at meetings and events described above, and deliver training covering topics such as U.S. market expectations, sourcing trends in targeted products, strategies for sourcing from Southern Africa, and how to take advantage of AGOA and other international market opportunities;
- Create linkages with key trade associations, business groups and projects in the region, including African Cashew Alliance, FESARTA, AFCA, Source Africa, the African Private Capital Group, the Southern Africa Venture Capital and Private Equity Association;
- Design, develop, implement Public-Private Partnerships (PPPs) in support of improved export competitiveness across the region, and oversee efforts to measure the impact of these PPPs;
- Facilitate the development and implementation of National AGOA/Export Action Plans for the remaining SADC member states; and
- Prepare scopes of work for short-term technical assistance, and supervise their activities in the field;
- and
- Lead weekly, quarterly, and annual reporting for the Export Competitiveness team.

QUALIFICATIONS:

- Previous demonstrated experience as a team leader on large projects;
- Minimum 10 years of experience working in developing country setting, addressing in practical terms constraints to competitiveness, trade and export development;
- Demonstrated experience working with senior-level host-country counterparts;
- Advanced degree in relevant field (Agricultural Economics, Economics, MBA)
- Experienced public speaker;
- Ability to work and quickly adapt in a complex and fluid regional environment; and
- Sustained or intermittent work experience in Southern Africa preferred.

SUPERVISORY RESPONSIBILITIES:

- The Export Competitiveness Director will oversee the Export Competitiveness team.

BASE OF OPERATIONS:

- Pretoria, South Africa

REPORTING:

- The Export and Competitiveness Director will report to the Chief of Party.

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