**SALES & MARKETING DEVELOPMENT MANAGER**

Vanuatu Brewing Limited (VBL), a company specializing in the production and distribution of beverages in Vanuatu, is seeking a **Sales & Marketing Development Manager** to support its growth and strengthen the performance of its sales organization.

**Key Responsabilités**

- Lead, manage, and support the sales and marketing managers and teams based in Port Vila and Santo.
- Develop and implement sales action plans and strategies.
- Drive sales growth, increase market share, and expand the customer base.
- Organize and optimize sales routes and market coverage.
- Strengthen product presence and visibility across retail outlets.
- Monitor and analyze sales performance using key performance indicators (KPIs).
- Work closely with logistics and production teams to ensure customer satisfaction.

**Candidate Profile**

- Proven experience in sales management, preferably in the beverage industry or Fast-Moving Consumer Goods (FMCG) sector.
- Strong leadership, organizational skills, and a hands-on approach.
- Excellent negotiation and business development skills.
- Strong analytical abilities and proficiency in IT tools (Excel, ERP systems).
- Good command of English and a valid driver's license are essential.

**Employment Conditions**

- **Position based in Port Vila**, with travel to other islands.
- Competitive remuneration based on qualifications and experience.
- Reports directly to the General Manager.