



Example of Export Manager Job Description

Powered by www.VelvetJobs.com

Our company is growing rapidly and is looking for an export manager. Please review the list of responsibilities and qualifications. While this is our ideal list, we will consider candidates that do not necessarily have all of the qualifications, but have sufficient experience and talent.

Responsibilities for export manager

- Monitor, review and provide feedback to Sales and Trade & Marketing on customer performance to drive, yield and volume
- Drive continuous improvement of process performance and team efficiency by using visual management systems
- Development of a strategic export sales plan, demonstrating growth opportunities for existing and proposed products and projected revenues
- Providing strategy, thought leadership and inspiration to develop innovative future schools publishing concepts for potential export and local markets
- Publishing selected projects and management of third-party publishing specifically for export markets
- Implementation of best practice sales strategy and marketing including monitoring and reports on sales progress to budget targets, provision of support for export partners
- Work directly with international customers and sales channel partners to meet export department sales/margin and growth plans for North American manufactured residential and light commercial products
- Be able and willing to travel internationally at least once/twice every month
- Develop and train sales channel partner's sales force on residential and light commercial products, established sales processes and tools
- Generate positive enthusiasm and excitement in the marketplace for the RCS N America's residential and light commercial HVAC portfolio

- 5+ years of experience in product management or general management
- Ability to deal with ambiguous problems and build solutions with proper product & project management techniques
- Ability to travel between 30-40 % is required
- Be an expert in the subject area of US export compliance and regulation, including experience reviewing and interpreting EAR, ITAR, OFAC
- Several years' experience of sales or project management, preferably within the area of grid automation
- The capability to deliver and the ability to develop and execute growth strategies in evolving and technically demanding markets