

Curaçao Ecocity Projects NV, home of the Curaloe brand, cultivates over 100,000 Aloe Vera plants and manufactures high-quality Aloe Vera products, including supplements and skincare cosmetics. As we continue expanding, we are looking for a dynamic and results-driven Sales & Export Manager to drive growth in the Caribbean, LATAM, and USA regions.

We are looking for:

SALES AND EXPORT MANAGER

RESPONSIBILITIES

- Develop and implement export sales strategies to expand the Curaloe brand in target markets, including the Caribbean, LATAM, and USA.
- Identify and establish relationships with distributors, importers, and retail partners.
- Promote Curaloe's existing product range and launch new products in international markets.
- Ensure compliance with regional import/export regulations and address market-specific challenges.
- Negotiate contracts and pricing to secure profitable partnerships and maintain competitive positioning.
- Provide market insights and analysis to identify opportunities for growth and optimize market strategies.
- Collaborate with the marketing team to create region-specific promotional campaigns and materials.
- Represent the brand at trade shows, industry events, and networking opportunities in key markets.
- Monitor competitor activities and market trends to maintain an innovative and competitive approach.
- Optimize and coordinate the most efficient logistics solutions for our international partners.

PROFILE OF A SUITABLE CANDIDATE

- Bachelor's degree in Business Administration, Sales, Marketing, or related field.
- 3-5 years of proven experience in international sales, preferably in cosmetics, nutraceuticals, or FMCG industries.
- Strong knowledge of Caribbean, LATAM, and USA markets, including consumer preferences and regional regulations.
- Strong knowledge about regional logistics and supply chain.
- Excellent communication and negotiation skills in English (Dutch and Spanish is a plus).
- Proficient in analysing market data and preparing actionable reports.
- Strong relationship management skills and the ability to work with diverse cultural backgrounds.
- Highly self-motivated, with the ability to work independently and achieve targets.
- Flexibility to travel as required for client meetings and trade events.

Are you interested in making a contribution to our growing business?

Kindly submit your Resume and Cover Letter to the management before February 23rd, 2025.

Cora Tromp-Man - c.tromp-man@curaloe.com,