



Senior Manager, Export

ADVANCED CHEMICAL INDUSTRIES LIMITED (ACI)

Job Category: Commercial/Supply Chain

Job Source: nrbjobs.com

Job Summary

Employment Type: Full Time

Gender: Male

Career Level: Mid Level

Experience: 8-10 years

Posted On: 22 Jun 2025

Application Deadline: 21 Jul 2025

Job Context

- This job is for ACI Premio Plastics Ltd.

ACI Premio Plastics Ltd., a strategic business unit of ACI Limited, is one of the fastest-growing plastic furniture and household product manufacturers in Bangladesh. As part of our aggressive growth and international expansion strategy, we are looking for a dynamic and result-oriented Senior Manager, Export to lead our export operations and explore new markets globally.

The incumbent will play a pivotal role in formulating and executing export strategies, building strong customer relationships overseas, and ensuring compliance with all international trade regulations. This role demands strategic thinking, commercial acumen, and hands-on experience in managing the complete export cycle in a manufacturing setup.

For more information log in to: <https://acipremioplastics.com/>

Job Description/Responsibility

- Export Business Development:
 - Identify and expand export opportunities in new and existing markets (e.g., India, Middle East, Africa).
 - Conduct market research to identify trends, pricing, and competition in target markets.
 - Develop and maintain strong client relationships to ensure repeat business and referrals.

Strategic Export Planning:

- Formulate annual export sales targets, country-wise strategies, and go-to-market plans.
- Align export strategy with business goals and coordinate with internal stakeholders to ensure capacity readiness.

Operational Excellence:

- Ensure end-to-end export operations, including pricing, documentation, customs, logistics, and post-shipment follow-up.
- Coordinate with commercial and logistics teams to ensure timely and cost-effective delivery.

Compliance & Documentation:

- Ensure compliance with international trade laws, regulations, and documentation.
- Liaise with banks for LC processing, negotiation, and realization of export proceeds.

- Manage export incentives (e.g., duty drawback, cash incentive) in co-ordination with relevant authorities.

Team Leadership & Collaboration:

- Lead and mentor the export team to ensure efficient performance and development.
- Collaborate cross-functionally to solve operational challenges and improve export cycle time.

Reporting & Analysis:

- Track export KPIs (revenue, margin, delivery timeline) and prepare monthly reports for the management.
- Recommend strategic adjustments based on performance analysis.

Additional Academic Requirements

- Master's in Business Administration (Major in International Business/Marketing/Supply Chain preferred) from a reputed university.

Experience Requirements

- 8 - 10 years of experience is required.

Skills Requirements

- Age 30 to 45 years
- Strong knowledge of export regulations and documentation.
- Excellent international communication and negotiation skills.
- Leadership and team management capabilities.
- Proficient in MS Office and ERP software.
- Strategic thinking with a strong commercial sense.

Work Area

- Applicant should have experience of working in the following category(ies): Commercial/Supply Chain

Industry Type

- Experience should include the following skills: Manufacturing (Light Industry)

Compensation/Benefits

- T/A, Mobile bill, Medical allowance, Provident fund, Gratuity, Insurance
Salary Review: Yearly
Festival Bonus: 2

Address: ACI Centre, 245 Tejgaon Industrial Area, Dhaka, Bangladesh

Company Profile: Pharmaceuticals; Agribusiness; Consumer Brands.

Company Website: www.aci-bd.com