

## Sector manager



Phone :

Web :

### Job Summary

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Vacancy :

Deadline : Jan 01, 1970

Published : Nov 14, 2025

Employment Status : Full Time

Experience : 5 - <10 Years

Salary :

Gender : Any

Career Level : Any

Qualification : Bachelor's degree

## Job Description

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At Barry Callebaut, we are on a journey to transform the cocoa and chocolate industry. As the world's leading manufacturer of high-quality chocolate and cocoa products, our actions truly shape the future of our industry. We are a business-to-business company, serving the entire food sector, from the cocoa bean to the finest chocolate product. We are a company with a purpose, we believe in doing well by doing good and reinvesting in the communities we operate. We have a long-standing commitment to sustainability and our goal is to shape a sustainable cocoa and chocolate future. We are headquartered in Zurich, and have more than 12,000 passionate Employees working in more than 40 countries worldwide. We are very proud of who we are and what we do. And of course, we are always looking for talented people to help us have a positive impact on our industry and beyond!

### About the Role

The Sector Manager will lead a team of employees on the field to champion the direct sourcing of cocoa beans from local communities within Ghana. He/she will provide leadership in building a very strong, disciplined, committed and loyal staff to achieve all goals set by the company for the sector. He/she will provide leadership by developing and managing quality service management systems by facilitating a culture of continuous improvement in purchases, quality, proper storage and timely evacuations to ports. The role is based in Kumasi, Nyonkopa Cocoa Buying Ltd, reporting directly to the Cocoa Sourcing Manager.

### Key Responsibilities

- Supervision of Sector's Field staff.
- Ensuring disbursement of seed fund to District P/Cs for stocks only delivered to the depot (in line with company's policy);
- Ensuring that funds requested and allocated to the Sector /district are solely used for cocoa purchases.
- Ensuring availability of adequate tools of trade at the various buying centers.
- Ensuring compliance with the company's policies.
- Ensuring proper records keeping on all seed fund transactions and ensuring receipt of equivalent stocks.
- Ensuring purchases of good quality cocoa as per QCC standard, proper & adequate storage, grading & sealing and timely evacuation to Port.
- Ensuring that P/Cs Commission are paid and vouchers submitted to the head office
- Ensuring weekly reconciliation of purchases and evacuations.
- Ensuring proper books of account are kept for all societies (society waybills, Monitors, Ledger etc.).
- Ensuring submission of signed weekly returns/reports to the head office (hardcopy) by the districts.
- Cross checking and validation of seed fund request by the districts managers
- Ensuring submission of signed end of season report to the head office (hardcopy).
- Ensuring timely submission of daily report (sms) to the head office.
- Ensuring timely payment and submission of farmers' bonus and commission vouchers etc.; to the head office as required.
- Holding regular meetings with districts in your outfit to disseminate information /providing help and advice to both P/Cs and Staff.
- To co-operate with the company's Monitoring Team to ensure credible records and statement are obtained and or given
- Responsible for cocoa losses in your outfit
- Submission of floating fund expenses with Trip record and operations sheet attached
- Putting in place strategies to enhance the image and performance of the company.
- Reporting all misconduct to the head office
- Deliver result from all functions through teamwork.
- Supervise district staff by training, coaching, measure performance and discipline other staff under you

### About You

- Bachelor's degree in relevant field - Supply Chain, Marketing/ Trade / Management with good business acumen with a minimum 5 years of experience in commercial role.
- Good knowledge of the evolution of the cocoa market and good knowledge of financial management with understanding of the concept of profitability in relation to the cocoa supply chain.
- Well informed on current trends on sustainability and regulatory affairs.
- Strong analytical and critical skills to ensure excellence in data and consistency in KPI reporting.
- Have strong leadership abilities, problem solving and conflict management skills
- Fluent in English and local native languages of the Ghanaian cocoa belt are a must
- Proficiency in MS Office applications – Word, PowerPoint and Excel
- Willing to travel 85% of the time within the local territory.
- Ability to coach and mentor subordinates for higher roles

At Barry Callebaut, we are committed to Diversity & Inclusion. United by our strong values, we thrive on the diversity of who we are, where we come from, what we've experienced and how we think. We are committed to nurturing an inclusive environment where people can truly be themselves, grow to their full potential and feel they belong. **#oneBC - Diverse**

### People, Sustainable Growth.

If you want to learn more about Barry Callebaut, please find further information [here](#).

Visit here to apply: <https://tinyurl.com/bd3u8rak>

**DEADLINE NOT SPECIFIED**

**Education & Experience**

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**Must Have**

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**Educational Requirements**

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Bachelor's degree

**Compensation & Other Benefits**

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