

CUSTOMER SERVICE & SALES CONT'D

Educational Requirements

Minimum educational requirements for entry level positions are Associate's Degree with a Bachelor's in Business Administration or Master's Degree being necessary for senior or managerial positions.

Suggested Disciplines

International Business
Business Administration
Management Studies
Marketing
Sales Team Management

BRAND MANAGEMENT AND NEW PRODUCT DEVELOPMENT

Functions

Responsible for the promotion and marketing of all products carried by GraceKennedy (Belize) Limited are the key functions of this department. Advertising; merchandising; product development, and the analysis of consumption and sales trends are all part of this department.

Positions

Positions in this area include:

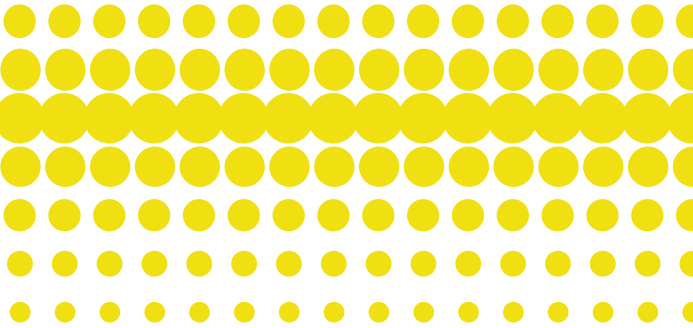
- Business Development Manager
- Product Line Supervisors
- Merchandisers

Educational Requirements

Minimum educational requirements for entry level positions are Associate's Degree with a Bachelor's in Business Administration or Master's Degree being necessary for senior or managerial positions.

Suggested Disciplines

International Business Marketing
Business Administration Brand Management
Management Studies Merchandizing



GraceKennedy (Belize) Ltd.

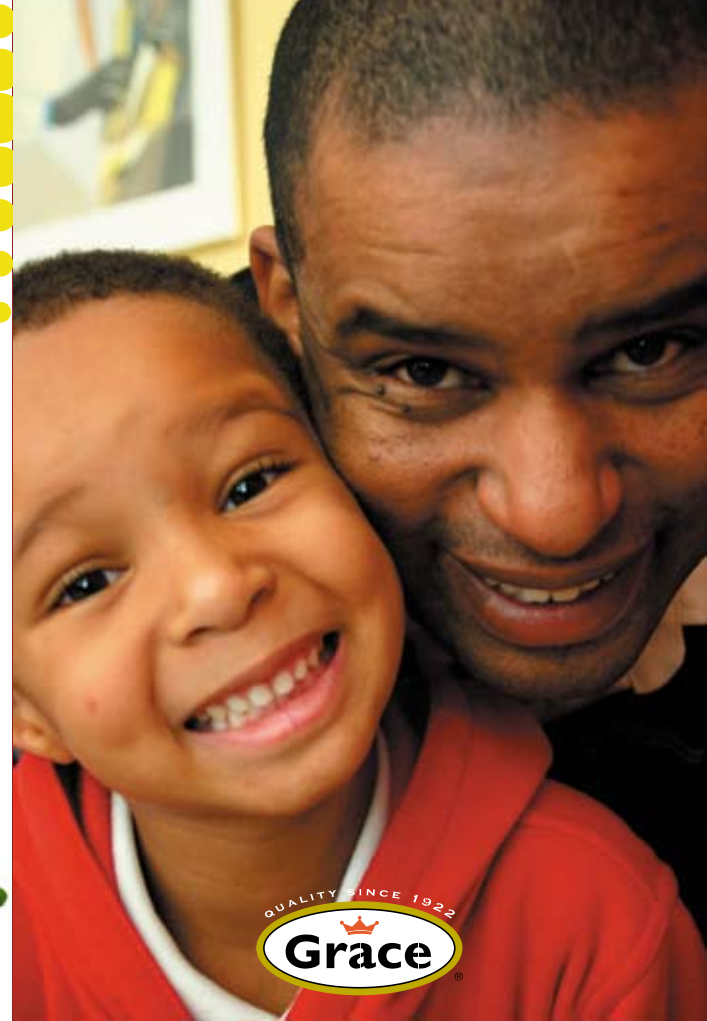
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Designed by Dolphin Productions Ltd.



GraceKennedy (Belize) Ltd.

our mission

We will grow long term Shareholder Value, by satisfying the unmet needs of Belizeans and other Central American & Caribbean People through partnerships and alliances with customers to achieve timely delivery of quality products to the end-consumer all delivered by great people empowered with the right skills, necessary tools and shared vision and passion.



COMPANY PROFILE

GraceKennedy (Belize) Limited was established and commenced operation January of 1982 as a subsidiary of GraceKennedy & Company Limited of Kingston, Jamaica. (See parent company website: www.gracefoods.com). GraceKennedy & Company Limited owns 66 2/3 % of GraceKennedy – Belize, while the remaining 33 1/3% is owned by Roberto Espat Sr. and family. GraceKennedy - Belize is involved in the importation and distribution of a wide range of food and non-food grocery products throughout the country of Belize. Majority of the products imported are under the “Grace” brand. Other Grace owned brands distributed by the company are Roma, Caribbean Choice and Quench-aid, and Sno-brite. Some third party brands distributed are Colgate-Palmolive, Kleenex, Suretox and BOP, Dragon Stout, Teddies diapers, and Roses toilet tissues. In addition to import and distribution, the company also assists hundreds of Belizean farmers, through organized groups, cooperatives etc., in the exportation and marketing of agricultural products such as red kidney, marine products and citrus concentrate (orange and grapefruit). These products are exported mainly to Jamaica.

Based on sales volume (wholesale), GraceKennedy – Belize is considered to be the third largest food importer/distributor in Belize.

GraceKennedy – Belize’s values are as follows:

- ☀ My word is my bond
- ☀ The promise that is kept
- ☀ Ethic and integrity
- ☀ Respect and consideration
- ☀ Commitment
- ☀ Openness

Over the years the company has developed an image of being a responsible corporate citizen and exercising a social conscience. The company has forged a relationship of mutual respect with the community by providing assistance and support in areas such as education, sports, health, culture, and other important causes.

GraceKennedy (Belize) Ltd.

The company employs a total of forty eight persons and is organized into four functional areas, namely Finance and Administration, Customer Service and Sales, Warehousing and Distribution, Brand Management and New Product Development.



WAREHOUSING & DISTRIBUTION

Functions

Efficient receipt, storage and delivery of all products are the main responsibilities of this department. Transportation, customer service, collection, loading and unloading of products and prompt delivery are also some of the key responsibilities.

Positions

Positions include:

- Warehouse Manager
- Assistant Warehouse Manager
- Checker / Forklift Operator
- Driver/Collectors
- Warehouse Assistants.

Educational Requirements

Minimum educational requirements for entry level positions are High School Diploma with an Associate’s Degree or Bachelor’s Degree in Business Administration are necessary for senior or managerial positions.



FINANCE & ADMINISTRATION

Functions

The Finance & Administration department is responsible for the operational procedures and policies; management of funds; procurement of inventory; legal matters; customers’ accounts; staffing and employee relations among other areas of responsibility.

Positions

Positions in this department include:

- General Manager
- Finance Manager
- Human Resources Manager
- Secretarial, Clerical and Technical personnel

Educational Requirements

Minimum educational requirements for entry level positions are Associate’s Degree with a Bachelor’s in Business Administration or Master’s Degree being necessary for senior or managerial positions.

Suggested Disciplines

International Business
Economics
Business Administration
Finance
Management Studies
Human Resource Management



CUSTOMER SERVICE & SALES

Functions

Responsible for the promotion and sale of all products carried by GraceKennedy (Belize) Limited are the key functions of this department. Sales; collections; customer service; and the analysis of consumption and sales trends are all part of this department.

Positions

Positions in this area include:

- Sales Manager
- Account Managers
- Customer Service Representatives