

## JOB POSTING – INTERNAL & EXTERNAL

**Job Title:** Key Account Manager – Forestry & Wood Products  
**Location:** Mpumalanga  
**Reports to:** Forestry Area Manager

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### The Opportunity

Are you a relationship builder who knows their way around a timber stand? We are looking for a **Key Account Manager (KAM)** who bridges the gap between the precision of forestry operations and the art of customer excellence.

As a Key Accounts Manager you will be the primary advocate for our most significant partners. You will deeply integrate into their businesses, understanding their supply chain needs as well as they do, and ensuring our forestry solutions are perfectly aligned with their long-term growth.

### KEY ATTRIBUTES REQUIRED:

- Industry Knowledge: 3–5+ years of experience in forestry, timber procurement, or wood products sales.
- Technical Literacy: Ability to discuss wood quality specs, harvesting methods, and supply chain logistics with confidence.
- Sustainability Mindset: A strong understanding of environmental regulations and certification standards.
- Forestry and/or Wood Science Diploma
- Marketing and Sales experience and/or degree would be advantageous
- CRM working knowledge
- Budgeting – intermediate level


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### What You'll Do


**Strategic Partnership:** Serve as the lead point of contact for a portfolio of high-value accounts, ranging from large-scale lumber mills to sustainable packaging manufacturers.

**Customer Advocacy:** Act as the "voice of the customer" internally, ensuring that harvesting schedules, species selection, and logistics meet the specific quality and timing demands of your clients.

Tel: +27 21 866 1512

 [info@mto.co.za](mailto:info@mto.co.za)  
[www.mto.co.za](http://www.mto.co.za)

 Private Bag X5024,  
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 MTO Group | Jonkershoek Valley Road |  
Jonkershoek | Stellenbosch | 7600

MTO Forestry (Pty) Ltd | Company Reg. No: 1994/006586/07

Directors: L L Xate (Chairman), G I Carrihill, P Moila (Ms), R Sewpersad, M J Solomon, X N Nkala (Ms)  
Alternates: D O Roberts | Acting Company Secretary: Chris Dionisio (Ms)

**Sustainable Growth:** Develop and execute account plans that prioritize long-term value over short-term wins, focusing on retention and expansion within existing partnerships.

**Market Intelligence:** Stay ahead of forestry trends, wood fiber pricing, and sustainability certifications to provide consultative insights to your accounts.

**Cross-Functional Collaboration:** Work closely with the Silviculture and Operations teams to ensure that what is promised in the boardroom is delivered in the forest.

Please apply directly to Peter Maiwashe (peter@mto.co.za) with an updated CV as well as copies of qualifications. Any enquiries regarding this position can also be directed to Peter Maiwashe. Applications should be received by the close of business on **3 April 2026**

*This appointment will be made strictly in accordance with the Company's Employment Equity Plan.*

**For more information about the MTO Group visit: [www.mto.group](http://www.mto.group)**

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