



## Senior Manager Business Development 11-05-2018

The above mentioned position is available in the Infrastructure and Facility Management Department at Robben- Island Museum.

Reporting to the Executive Manager, the incumbent will be responsible for the Business Development within RIM. The role will be to develop RIM's business strategy in line with strategic objectives.

### Key performance areas:

- Manage the development of new product and improvements to existing products;
- To identify new markets, new partnerships, new ways to reach existing markets
- Develop strategies and plans to improve RIM's revenue / sales volume in line with set objectives;
- Develop and manage business cases for the implementation of business processes;
- Negotiate and manage contracts for new and existing business initiatives and revenue generation;
- Procurement of relevant commercial services and services providers;
- Devise and manage client centred services and queries response and processes to requisite Standard Operating Procedures and control mechanisms;
- Developing and support key customer account relationships
- Prepare reports and presentations for Council, Exco, Manco and any other stakeholders to RIM;
- Manage staff and functional areas as are assigned in line with the position and its mandate;
- Provide guidance for products pricing policies;
- Advise RIM on client trends, marketplace changes and strategic positioning;
- Participate in the recruitment and management of personnel;
- Devise and manage departmental and functional area budgets.

### Minimum Requirements:

- MBA or a relevant Master's Degree;
- Must have served in the grade of a Principal Business Development manager or equivalent position in a reputable organisation for a period of minimum three (3) years;
- Clear understanding of market dynamics and business processes;
- Should have an understanding of the Marketing and Tourism industry;
- At least five years' experience in effective commercial contract management and negotiation
- Good negotiation skills;
- Proficiency in Word Processing; Project Management Applications; Spreadsheets, Report Writing; Presentations;
- Management and leadership skills;
- Problem solving.

RIM is an EE, AA, employer, RIM reserves the right not to make an appointment if suitable candidate are not found. Forward a detailed cv, accompanied by certified copies your ID and qualification certificates as well as contactable referees, to [recruitment@robben-island.org.za](mailto:recruitment@robben-island.org.za) by no later than 11 May 2018 please note your attachment should not exceed 10 MB. Note: : If you do not hear from us within 30 days, please consider your application unsuccessful.