

Vacancy

Regional Manager: Limpopo

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| **Reporting to** | GM: Business Development and Client Support |
| **Job Purpose****Key Results Areas****Business Development****ED****Support Facilities** | To implement BU Business development strategies.To identify sales leads, pitch BU services to new clients and close deals.* Build and maintain a good working relationship with existing and new stakeholders.
* Create donor maps, identify sales leads and pitch BU Services in line with the required targets
* Drive and contribute to the development of funding proposals.
* Solicit, create and track new business opportunities including but not limited to donor funding, access to finance, mentorship opportunities, access to procurement opportunities, Supplier and Enterprise development opportunities etc.
* Plan and prepare presentations to entrepreneurs and stakeholders
* Participate in local entrepreneurial events, driving awareness to the BU programme.
* Communicate BU Service offerings (current and new) to prospective clients
* Write reports in line with BU and donor standards and requirements.
* Drive the creation of an impactful local eco-system though successfully maintaining existing stakeholders, and create new non-Financial local relationships.
* Provide continuous feedback that will guide future decisions.
* Collaborate with the Stakeholder team to drive the achievement of BU fundraising targets.
* Collaborate with the Marketing team to successfully plan and host relevant events and interventions
* Contribute to the development of marketing literature.
* Participate and score in panel presentations within the required timeframes
* Ensure that BU ED support facilities adhere to BU minimum specification and quality standards.
* Ensure availability of ED infrastructure (Printing, wifi, phone, reception services etc.) support services within facilities of responsibility.
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**Financial Management**

**People Management**

**Risk Management**

* Compile and manage budgets for area of responsibility
* Review supplier invoices and ensure alignment with SLAs before submitting them for payment.
* Ensure all services are invoiced to relevant clients and that collections are done within the required timeframes.
* Collaborate with the Finance department to ensure that relevant financial reports are compiled within the required timeframes.
* Provide appropriate supervision to subordinates and provide relevant induction, training and coaching
* Manage performance of direct reports to ensure achievement of agreed objectives
* Talent management of direct reports, including career development and paths for direct reports
* Enhance a culture of high performance
* Proactively identify and mitigate risk and incorporate risk management in relevant reports.
* Update BU operational risk register as it relates to area of responsibility and ensure development and implementation of risk mitigation strategies.

# Education, Skills, Knowledge and Experience

* + Relevant three year post matric qualification.
	+ Qualification in marketing or related field will be an added advantage.
	+ Excellent leadership skills with ability to interact and influence at all levels
	+ Excellent interpersonal and communication skills
	+ Excellent negotiation and persuasive skills
	+ Excellent presentation skills
	+ Excellent knowledge of the NPO industry
	+ In-depth understanding of donor/ funding models and applicable regulations
	+ Minimum 5 years relevant experience 3 of which must be in the Enterprise development environment

Interested candidates must send a motivation letter highlighting your suitability to the role and a CV with contact details of three work-related referees to MaraisButton & Associates.

Email: annelie@maraisbutton.co.za

Contact will only be made with shortlisted candidates.