

VACANCY ADVERTISEMENT

Trollope Botswana has the following employment opportunity available in the Letlhakane area:

BUSINESS DEVELOPMENT AND COMMERCIAL MANAGER

Main Purpose of the Job

To superbly generate, transform and develop new and current business opportunities within assigned responsibilities through coordination of the established processes for cost-effective achievement of organisational goals, whilst providing the project team with the necessary leadership to attain the program within budget, schedule and to the required quality.

Duties and responsibilities

- Development of new viable business opportunities for creation of income generation in the course of fundamental prospective and targeted new clients with a view to pledge and foster reflective business rapport.
- Cultivation of tactics for identification of business prospects, risks minimization to the organisation, sound market research in various business scenarios and attainment of cost-effective strategic objectives.
- Preparation of accurate tender documents in accordance with the established company standards and ethics as well as data for negotiations purpose.
- Maintenance of a wide-ranging knowledge of the business portfolio and working knowledge of market players' products and services.
- Maintenance of short/long term nondisclosure of confidential information and unauthorised communications.
- Constant management of core business obligations and agreements along with other regulatory organisations, ensuring compliance, continuous business improvement and optimization of business performance.
- Stand for the business at site visits, conduct presentations to potential clients and carries out other related activities

Minimum Job Requirement

- Professionally qualified in Mining/Civil Engineering or suitable project management experience.
- At least 15 years related work experience in a project environment within the opencast Mining industry with at least 10 years as a Projects Manager, leading multi-disciplinary lump sum turnkey
- Strong leadership qualities.
- Negotiation skills
- Effective problem-solving skills.
- Capacity to handle pressure.
- Well-developed communication, negotiation, relationship building and interpersonal skills.
- Strong persuasive, influencing and conflict resolution skills.
- Systematic/methodical approach to work.
- Ability to plan and organize team effort.
- Able to empower, motivate team members and achievement of results through others.
- Good technical knowledge of open pit mining.
- Handling multiple projects, assignments and duties
- Strong written and verbal communication skills.
- Good computer skills in Excel, Word and PowerPoint etc
- Strong analytical skills.
- Demonstrated business development and financial skills
- Ability to work independently and as part of overall team structure.

Closing date and application instructions

CLOSING DATE: 12th February 2022

All applications including CV, contact details and covering letter should be sent to:

The Human Resource Manager, Trollope Botswana, or email to: botsrecruitment@trollopegroup.co.za

Trollope Botswana will respond to short listed candidates only. Candidates who have not been contacted within two weeks of the closing date can assume that their application has been unsuccessful.

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