



DENEL CORPORATE OFFICE
UAE OFFICE MANAGER
 (Reference Number: (LM11))

Denel is an Employment Equity employer that gives preference to suitable candidates who add to the diversity of the company.

DEPARTMENT: Business Development

JOB LEVEL:

7.0

(The decisions on the final job level will be commensurate with the experience and know-how of the successful candidate)

KEY PERFORMANCE AREAS:

- Promotion of Denel brand and image at all times through any available medium.
- Developing and maintaining strategic stakeholder relationships with a multiple of stakeholders:
 - Chief of Staff, Chief Land Forces, Chief Air Force & Air Defence, Chief Navy, Chief Royal Guard, Embassy, General Head Quarters, Industry relations e.g. Tawazun/Mubadala/EDIC/IGG
- Learning the major Campaigns in the UAE and paving the way for divisional marketing & sales campaigns, not at all responsible to close specific campaigns. Cover a diversity of equally important divisions and cannot be limited to one or two:
 - Denel Land Systems (Major),
 - Denel Dynamics (Major),
 - Pretoria Metal Pressing,
 - DVS and LMT,
 - Other emerging.
- Gathering, processing & distributing STRATEGIC business intelligent primarily for UAE but also wider region (Ex Gulf & MENA where available. The incumbent is not responsible for other countries however unless case-by-case when decided).
- Managing the Office with its related regulatory obligations (paying bills, maintaining the facilities, comply with regulations).
- Maintaining the office, including Denel staff related admin – Direct & Indirect, in country, through good administration (though assisted by office support staff).
- Develop the successor to take over this role in not more than 4 years (Key KPA that he must leave behind most competent successor).

APPLICABLE QUALIFICATIONS AND EXPERIENCE REQUIRED

- At least 10 years' experience in the Defence Environment
- Relevant Bachelor's Degree
- Master's Degree in Business will be highly advantageous

JOB RELEVANT PERSONAL ATTRIBUTES

- Exceptional levels of EQ to be able to interpret a variety of conflicting inputs and deal with a variety of complex challenges.
- Must have passion for Aerospace & Defence programs, to command any respect in the country and to be able to read the requirements between the lines.
- Energetic and extremely hard working to explore @ exploit the multiple opportunities in the country.
- Extremely mature and commanding respect with the very critical-minded UAE Military users.
- Very good listener and respectful communicator with all stakeholders of all levels under any condition provocation
- Comfortable & experienced wrt the Middle East culture, religion, general "way of doing business".
- True team player who intuitively understands his role as business developer viz the sales/marketing role of the divisions.
- Not to be a person to "hold on" but disperse information as required throughout the group. Not to be fixated with one division or one product line only in Denel
- Good Administration skills (through more important to properly manage & oversee the office admin person to ensure he spends little time with admin)

CLOSING DATE: 8 May 2017

INTERESTED PARTIES SHOULD APPLY AS FOLLOWS:

Internal Applicant:

FOR ATTENTION: LERATO MPHUTHI
RECRUITMENT SPECIALIST

✉ Email Lerato.Mphuthi@deneldynamics.co.za
Tel +27(0)12 671- 2615

External Applicants:

<http://deneldynamics.pnet.co.za> or www.denel.co.za Click on [Career Opportunities](#)

NB: We thank all applicants for their interest; however, only those considered will be contacted.