



# DENEL DYNAMICS VACANCY

## Business Development Executive (Reference Number: AB38)

Denel is an Employment Equity employer that gives preference to suitable candidates who add to the diversity of the company. External applicants: If you have not received feedback from Denel Dynamics within one month from closing date, please regard your application as unsuccessful.

**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:

- Develop and lead the Dynamics Business Development strategy in-line with the organisation strategy.
- Translating the Dynamics Business Development strategy into executable and profitable contracts.
- Lead the department in converting identified opportunities into orders.
- Lead the department in growing the market share.
- Lead the department in identifying and articulating market and customer requirements.
- Leadership of the department regarding interface with Group Business Development and divisional Business Development departments.
- Prepare order cover forecasts and five-year strategic business plans.
- Protect and support existing markets.
- Lead preparation of contracts proposals/bids.
- Develop budget for Business Development department and manage the expenses.
- Develop and maintain relationships with key stakeholders and customers as per developed plan.
- Implementation of marketing and promotion of products including at exhibitions.
- Drive the Transformation (EE) objectives of the Business Development department.
- Manage all people management aspects of the department including performance contracts.
- Gather intelligence and analysis thereof to guide markets and products direction.

### QUALIFICATIONS AND EXPERIENCE

- Relevant tertiary qualification in Engineering/Marketing/Commerce.
- Master's degree in Business would be highly advantageous.
- Thorough knowledge and understanding of the RSA military industry. Proven track record and substantial sales experience in defence procurement environment and international business.
- Knowledge of Denel will be an added advantage.
- Technical insight and understanding to allow handling of complex, multi-faceted products, systems and campaigns.
- Experience in managing medium to large department.
- Proven experience in deal making.

### JOB RELEVANT PERSONAL ATTRIBUTES

- Strong strategic orientation.
- Excellent leadership skills coupled with above average influencing ability.
- Knowledge and ability to identify important stakeholders.
- Good analytical skills and the ability to formulate and execute business development plans.
- Innovative thinking and perseverance to conclude deals.
- Being tenacious, resilient and assertive.
- Strong negotiator with exceptional relationship building skills.
- Good communication and presentations skills.
- Results driven and acute customer orientation.
- Fully computer literate.
- Excellent verbal and written communication skills in English.

**CLOSING DATE:** 2 June 2017

**INTERESTED PARTIES SHOULD APPLY ON LINE:**

<http://deneldynamics.pnet.co.za/>