

# **Job Description**

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Job Location

Pretoria

Job Title

Senior Business Development Manager -

New Business Area

Job Type Job level

Full Time Manager

Open to Expatriates

Open to Expatriates & Local Nationals

Category

**Business Development** 

Industry

Telecom Services & Equipment

# **Minimum Requirements**

Min Budget Max Budget Primary Industry

- Telecom Services & Equipment: 5 Years

Secondary Industry Primary Category Secondary Category

Business Development: 5 Years -

Certificate Qualification

- -

# Summary

This position will be responsible for the development of new revenue lines opportunities in the South African market and supporting business development activities in the African region.

#### Responsibilities

- Initial Focus will include but not be limited to the following areas; Mobile Edge Computing (MEC), Energy as a Service (EaaS), Connected Venues, Energy/PV and Subsea/ Fiber, the "new business areas"
- · Work directly with the New Business group and support their efforts in the designated
- Identify a large set of compelling investment options by building and maintaining a pipeline of opportunities in the "new business areas".
- · Identify and document best practices for "new business areas" sharing and cooperating with other
- Develop new revenue lines in the "new business areas" to increase portfolio and
- Build and maintain direct relationships with individuals and organizations within the territory to facilitate information gathering, lead generation and deal closure.
- · Cooperate in the preparation of accurate financial models to support decisions on acquisitions and new
- · Conduct Due Diligence when necessary
- · Communicate offers and negotiate letters of intent with property owners and their
- Lead the research, documentation and analysis of Opportunity Reports, documenting the viability and issues of "new business areas" in each country of
- Participate in the ranking of target markets for expansion or entry
- Actively participate in regular executive review and investment committee meetings, lead discussions and present materials to the
- Other projects and duties as assigned

#### **Education & Qualifications**

• Bachelor's Degree in Business Administration, Engineering or related field;

# Requirements

• 5-10 years of related industry and outside sales or business development experience (basic knowledge of wireless site development, construction, and co-location as a differential)

• Demonstrated knowledge and intermediate proficiency working with Microsoft Office Suite software including Microsoft Word, Microsoft Excel, Microsoft PowerPoint and Microsoft Outlook

# **Driving Licence**

Not Required

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