

## **SENIOR MANAGER: ENTERPRISE DEVELOPMENT: BUSINESS DEVELOPMENT AND INVESTMENT PROMOTION DIVISION (5-YEAR FIXED TERM CONTRACT)**

### **PURPOSE OF THE JOB**

The Enterprise Development Senior Manager will provide strategic and managerial input on Enterprise Development issues pertaining to SMME and skills development. As such, this role will form part of the management team, providing input on the overall strategies required to achieve organisational objectives, especially in the context Enterprise Development. This input will include the development of a business case, implementation and management of TASEZ Training Academy, Incubation and Black Industrialist Programme.

Some of the responsibilities that the Senior Manager for Enterprise Development will have to take on include establishing and maintaining business relationships potential programme funders, ensuring that there is sufficient funding as part of a range of strategic activities under Business Development business unit.

Another critical dimension of this role is to champion service delivery excellence with a specific emphasis on SMME and skills development. This will be done through design, implementation and monitoring of systems and processes to ensure compliance with relevant legislation while promoting sound corporate governance.

### **KEY RESPONSIBILITIES**

#### **Enterprise Development Portfolio**

- Providing overall leadership, in consultation with the Skills Development Manager, to the Skills Development and Training Unit to ensure that the impact of TASEZ's skills development programmes and projects are well understood and appreciated by the organisation's stakeholder segments.
- Providing overall leadership, in consultation with the SMME Manager, to the SMME Development Unit, ensuring effective and coordinated implementation of the SMME programmes.
- Strategy development aimed at creating a conducive environment for small enterprises development in the Tshwane region, especially in TASEZ

- Establishing forward and backwards linkages between locators and SMMEs to contribute towards increased local content, job creation and import substitution in the Tshwane region.
- Identification of raw material (goods/services) that can be sourced locally and supplied to locators by SMMEs.

### **People Management and Development**

- Provide input into workforce planning and implement approved labour plans to ensure team is suitably staffed to meet sub-functional objectives.
- Implement and manage all people development initiatives such as performance management, succession planning, talent management, etc. to ensure team performance meets required standards.
- Plan, organise, lead and control subordinates' activities to ensure sub-functional objectives are met or exceeded.
- Ensure effective communication within department.

### **Human Capital Performance**

- Managing the performance of staff by embracing the values of TASEZ to ensure effective and productive performance of staff.
- Guiding, coaching, and developing staff and adhering to relevant policies and procedures to manage staff performance.

### **Budget And Risk Control**

- Developing and implementing an annual procurement plan and budget, and monitoring and reviewing expenditure.
- Identifying, mitigating and managing potential business risks in relevant business unit.
- Developing policies and procedures in relevant Business Unit which ensures alignment and compliance with relevant legislation.
- Supporting SHE policies & procedures and ensuring compliance thereto.

### **QUALIFICATIONS**

- Grade 12
- Degree in Business (e.g., Economics/Marketing)
- Honours Degree
- A Master's Degree in Business would be advantageous

## COMPETENCIES/KNOWLEDGE

- Knowledge and interpretation of economic indicators and trends.
- Knowledge of national, provincial, and local economic development policies.
- Knowledge of project development and financial modelling
- Knowledge of industry trends (e.g., manufacturing, agriculture, services).
- Understanding of various funding alternatives for locators.
- Government Framework (Strategy and Annual Performance Frameworks).

## REQUIRED SKILLS

Planning and organising	Analytical
Numerical	Negotiation
Project management	decision-making
Leadership	Presentation
Communication and general business acumen	Relationships building and partnerships

## ATTRIBUTES

- Ability to work in a team environment
- Honesty
- Flexibility
- Strong work ethic
- Determination

## WORK EXPERIENCE

- Minimum of 5 – 10 years' experience in an Enterprise Development environment with special emphasis on SMME Development & Skills Development programmes.
- Familiarity with the Sector Education and Training Authorities environment
- Funding models for SMMEs, Black Industrialist Programme
- A minimum 5 years' experience in a local government environment (preferable in a Risk Management Environment or Internal Auditing).

## APPLICATION PROCESS:

Qualifying candidates can send their comprehensive CVs, Covering Letter, Certified Copies of SA ID and Qualifications and Three Contactable References to [recruitment@tasez.co.za](mailto:recruitment@tasez.co.za).

## CLOSING DATE:

The closing date for applications **18 July 2022**.