

BUSINESS UNIT MANAGER: AMR HOSTING (PRETORIA)

Are you passionate about contributing towards the growth and development of our company, willing to serve rather than instruct, able to cope with, adapt to and thrive on change, prepared to work independently, positive regardless of all and excited about a new challenge, then we'd like to hear from you.

Duties and Responsibilities:

The successful candidate's responsibilities will include, but not be limited to:

- Establish performance on projects:
 - Ensuring the completion of projects on time and within budget as per the ISO procedures of the company
 - Management reporting on the status and financial performance of all capital projects and monthly services of the business unit
- Business Development:
 - Growth of the supply chain via service providers
 - Management of business development to large corporate and utility customers
 - Assist in the establishment of annual budgets and sales targets
 - Ensure that budgets are met
- Customer Satisfaction:
 - Manage the service delivery to Service Providers and Resellers
 - Manage the customer relationships with direct customers
- Supplier Performance:
 - Manage the direct supply chain in terms of hardware, communication and IT costs
- Marketing:
 - Managing the pricing and retail environment of the Silk™ product
 - Manage the general marketing and branding of the Silk™ product within the budget of the company

Requirements:

The successful candidate should possess a **B.COMM, BSc or BEng** Degree as well as the following:

- At least 3 years post-graduate experience in a similar position
- Understanding of the electricity market will be beneficial
- Understanding of the retail services industry will be beneficial

The successful candidate should have the following skills and qualities:

- Good computing skills
- Some financial knowledge will be an advantage
- A strong work ethic
- Good time management
- Attention to detail
- Reliability and trustworthiness
- Ability to manage competing demands, and to work under pressure and independently
- Assertiveness and strong interpersonal skills
- Excellent written and verbal communication skills and a high proficiency in English

Interested applicants should email a concise curriculum vitae to Jennifer Van Dyk
jennifer@ist.co.za or fax, (012) 426 7755

CLOSING DATE: 01 June 2010

Kindly note only short-listed candidates will be corresponded with and Psychometric assessments may form part of the process.

Should you not have had any feedback within 3 weeks after the closing date, you may consider your application unsuccessful.

The company is under no obligation to fill this position.