

VACANCY:

Executive: Corporate Development (ECD) for USB Executive Development Ltd (Gauteng Office)

USB Executive Development (USB-ED), the private company within the University of Stellenbosch, has a full time position for an Executive: Corporate Development (ECD) at their Bryanston office in Johannesburg. The appointee will be part of a dynamic Sales and Business Development team delivering a high quality service to clients, the company and society.

Job purpose:

Reporting to the Head of National Sales, the purpose of the ECD role is to manage and grow a portfolio of customized programmes in order to generate profitable revenue, thereby supporting USB-ED's capability to serve the development of leading managers in Africa by means of bespoke solutions.

Duties:

The ECD will be fully accountable for Customised Programmes Portfolio Revenue and will be measured on KPI's such as revenue, programme profitability, client retention, client satisfaction, cross-selling and up-selling as well as new client acquisitions.

Other key areas, in addition to Customised Programme Portfolio revenue, include:

- Operational Results: Implementation of the sales process including CRM tools
- Management Results: Revenue and expense budget management, activity plans, forecasting and progress reporting.

Qualifications required:

Relevant business related graduate qualification (post graduate will be preferable).

Experience and Skills:

- Minimum five years' experience as a sales person / business developer in a complex environment (e.g. consulting), preferable in the learning and development landscape and/or human capital.
- Experienced in liaising with clients on senior / executive management level.
- A good working knowledge and understanding of executive development learning intervention design experience (curriculum / learning outcome and instructional design).
- Insight into leadership and executive development industry and landscape.

Competencies:

- Taking responsibility, initiative and making decisions when required, even under difficult circumstances.
- Establishing effective relationships with clients and stakeholders, networking effectively within and outside of the organisation and relating well to individuals at all levels.
- Well-developed analysis and decision making skills.
- Setting clear objectives, planning activities and their sequence well in advance and managing own and other resources' time effectively.
- Persevering, working productively in a stressful environment and resilient in the face of adversity.
- Sensitivity for diversity and adapting to altering circumstances, embracing change and dealing effectively with ambiguity.

- Accepting, setting and tackling demanding and challenging realistic goals and targets to continually improve performance. Showing drive, stamina and the capacity to work hard, sustaining long work hours when required.
- Thinking entrepreneurially and commercially, keeping up to date with competitor information and market trends, identifying business opportunities and demonstrating financial awareness. Able to understand the key business issues that affect profitability and growth.

The successful person must be willing to travel and to work after hours.

Commencement of duties: 1 August 2017 or as soon as possible thereafter

Closing date: 07 July 2017

Application: To apply, please submit your CV to Rochall Daniels on rochall.daniels@usb-ed.com.

Enquiries: Direct enquiries to Henry Karow, Head of National Sales on henry.karow@usb-ed.com or 079 393 5647.

Should no feedback be received from the USB-ED within one week of the closing date, kindly accept that your application did not succeed.

USB-ED reserves the right not to make an appointment