

VACANCY

BUSINESS UNIT MANGER

STURROCK GRINDROD MARINE TECH

DURBAN/CAPE TOWN

An exciting and challenging opportunity has arisen at Sturrock Grindrod Marine Tech, a Division of Sturrock Grindrod Maritime. The Company is looking to secure the permanent services of an experienced Business Unit Manager to look after the Survival unit of the company. All suitably qualified and experienced candidates are invited to apply for this Vacancy.

Reporting directly to Divisional Executive, the responsibilities of the successful applicant will include, but are not limited to the following:

Business Operations

- The successful candidate will be responsible for the operation of our Durban and Cape Town survival centres and is expected to develop and grow our liferaft, firefighting equipment servicing and life boat servicing business.
- Control of the budget whilst maximising revenues and achieving optimum profitability
- Developing and implementing strategies to acquire new business whilst maintaining and expanding existing business, by actively participating in the marketing of the SGMT's business offering to existing and new potential customers
- Input into and implementing business strategy
- Overseeing, maintaining and improving processing systems and ensuring quality compliance in ISO 9001 and all class, flag state, national and customer audit requirements
- Motivating and coaching staff, encouraging team building and increasing staff morale

Life rafts

- Seeking and obtaining complimentary and profitable agencies and products through sound product knowledge
- Identifying opportunities for expanding the market for principals' offering by remaining abreast of developments of all principals' products
- Managing the sales and marketing budgets to ensure effective promotion of Sturrock Grindrod Marine Tech to the market

Firefighting Equipment servicing

- Building our land based and marine firefighting equipment servicing client base
- Ensuring that the operations maintains a high standard and completes all audits
- Training and development of staff

Lifeboats

- Develop relationships with major suppliers
- Liaise and promote our capabilities to shipowners
- Assist in the development of staff and ensure certification is upto date

Qualifications:

- Grade 12
- Commercial Qualification in Management / Business Management / Technical Management
- Sales qualification preferred
- 2nd Mates or equivalent qualification
- Driver's License

Experience:

- 2 – 5 years Marine (Sea-going) experience
- 5 years' managerial experience
- Experience within a Sales environment
- Required to Travel nationally

Required skills:

- Ability to prioritise and plan work
- Ability to meet reporting deadlines and work well under pressure
- Strong business acumen and problem solving ability
- Excellent negotiation skills
- Strong organisational and administration skills
- Strong communication and interpersonal skills
- Computer literate MS Office/ MS Word / MS Excel / MS PowerPoint
- Presentation Skills
- Ability to effectively meet customer needs through an intricate understanding of the marine safety environment

Application date closes 30 November 2017

Kindly submit all applications for attention Hayley Dreyer to recruitment@sturrockgrindrod.com

*Due consideration will be given to the company's equity targets therefore equity candidates may be given preference.
Please note that the position has been opened to internal and external candidates.*