



City of Johannesburg Pikitup

Pikitup Head Office
Jorissen Place
66 Jorissen Street
Braamfontein
2001

Private Bag X74
Braamfontein
Johannesburg
2017

Tel+27(0) 11 712 5200
Fax +27(0) 11 712 5322
www.pikitup.co.za
www.joburg.org.za

ADVERTISED VACANCY 07/2022

Position Number: 03/04

Position Title: Executive Manager – Commercial Services

Employment Status: Five years fixed-term performance-based contract

Remuneration: R1 793 287.00 – R2 443 287.00

Pikitup Johannesburg (SOC) Ltd is the official integrated waste management service provider to the City of Joburg. The company is mandated to provide services throughout the seven regions. Pikitup has a staff complement of about 5000.

We are seeking for a highly qualified and motivated applicant who will contribute significantly towards the Company's vision and strategic plan. Our goal is to be the leading integrated waste management company in Africa.

The Executive Manager: Commercial Services reports to the Managing Director and is responsible for the overall profitability of Pikitup

Job purpose:

Develop and execute business strategies to ensure that the business unit runs its operations wholly from end to end effectively and efficiently. Drive marketing and sales, improve customer service to yield business growth and maximize profitability by engaging with all stakeholders internally and externally to place the company as a market leader in waste management within the CoJ and the country as a whole.

Develop business tactics to increase Pikitup revenue by identifying profitable business opportunities and long-term business growth strategies.

Minimum experience and qualifications:

- Honours Degree in Business Management / Commerce / Marketing or relevant equivalent qualification
- CA (SA) or relevant Masters' Degree will be an added advantage
- 10 years' senior management experience of which 5 years in executive leadership roles related to commercial services, including customer success, marketing, sales, or product development
- Knowledge of the MFMA unit standards as prescribed in Regulation 493 of 15 June 2007 and published in Government Gazette 29967 of 15 June 2007 and other relevant statutory regulations will be an added advantage
- Extensive understanding and ability to use data in order to make informed business decisions
- Extensive experience in managing large teams of people and generating alignment and collaboration with cross-functional teams
- Ability to work with other executives, communicate with key stakeholders and elaborate and support decisions

- Proven experience in creating business strategies and understanding of revenue operations and its importance to the business of Pikitup
- Take charge of the profit and loss analysis, assess customers' demands and ensure corporate goals and set targets among other responsibilities

Key performance areas

- Work closely with the MD, leadership team and the Board of Directors to drive all business aspects of the company
- Business strategy setting, initiating and supporting the negotiation and execution of business development transactions
- Achievement of strategic goals and financial objectives for sustainable long-term growth of the company
- Define corporate strategy for long range planning, including corporate development and partnering strategy
- Provide vision by leading the development and implementation of long-term and short-term strategies and manage overall operations and resources of the commercial business unit to ensure alignment to the core function of Pikitup
- Provide strategic leadership, create an awareness, customer centric service delivery
- Retain and source new potential customers that will increase market share and compete with private sector to enhance business performance for Pikitup
- Design an executive business roadmap of potential business opportunities, including internal and external development programs and financing opportunities
- Lead external collaboration opportunities and participate in the development of strategic partnerships
- Create optimum customer service solutions and customer satisfaction that build a positive brand for the entity
- Build relationships with key stakeholders within the organization, including management teams, suppliers, service providers and other outside partners
- Working with operations to develop and maintain a customer focused attitude towards activities, concentrating on those that most strongly contribute towards improving customer lifetime value
- Create a vision for the company's future direction by identifying new markets, products, logistics, financial accounting and services that will boost profits
- Develop and implement commercial plans for new products or services based on market research and customer feedback
- Manage corporate image, build, and retain profitable partnerships with stakeholders
- Observe the full revenue cycle of the company and develop commercial, sales and marketing strategies that can maximize future revenue
- Develop Commercial services budget in line with operational plans. for presentation to the Exco and the Board
- Monitor commercial services expenditure against budget
- Prepare the Department annual budget for submission to Finance for consideration and presentation to the EXCO
- Report on financial management of commercial services
- Negotiate significant company contracts, deals and fund raising activities
- Monitor all service delivery agreements and impose penalties for non-performance
- Conduct supplier performance monitoring
- Collaborate with product and marketing team leaders to align their departments' performance with the overall revenue strategy
- Identify and dictate strategic marketing processes that will support customer acquisition, help create market positioning, and drive more sales
- Use relevant data to identify manageable KPIs and communicate them with leaders and team members
- Monitoring performance by developing key metrics for staff and contractors.
- Track the teams' revenue stream and sales performance, and communicate it with key stakeholders and top level executives
- Mentoring and coaching staff to ensure the succession process within the department
- Initiating, directing and facilitating the creation of an environment conducive for transformation
- Establish the relevant controlling procedures

MJV Recruitment & Consulting Agency has been appointed to handle enquiries with regards to the above positions. Candidates are required to submit updated, detailed CVs with certified copies of their ID and relevant qualifications to

vacancies@mjvrecruitment.co.za, quote the relevant reference number and job title. You can visit www.pikitup.co.za / www.mjvrecruitment.co.za

NB: All applicants who meet the above-mentioned requirements are encouraged to apply. Pikitup is an equal opportunity employer committed to employment equity principles. Preference will be given to suitable candidates and cognisance will be taken of the Company employment equity in making the final decision.

Name: Ms Mashudu Ndou
Enquiries: 011 410 0010

Closing date and time: **14th August 2022 @ 12H00**

Pikitup reserves the right to appoint or not to appoint. If applicants have not heard from Pikitup within six weeks of the closing date, consider your application unsuccessful.