



GET READY TO JOIN US



Vacancy

RE-ADVERTISEMENT- DIRECTOR BUSINESS DEVELOPMENT

Botswana Railways invites suitably qualified Citizens, Director Business Development Experts with a proven track record to apply for the position of **Director Business Development** tenable at **Botswana Railways Headquarters – Mahalapye**. This is an Executive position reporting directly to the **Chief Executive Officer**.

Main Purpose of the Job:

To plan, organize and direct departmental strategic plans whilst simultaneously motivating the business development function towards the achievement of business growth within the organisation.

Position Requirements:

Educational: Master's in Business Administration with a concentration in Marketing or related discipline.

Professional/Technical Qualification: Membership of a professional institution is desirable.

Experience: At least ten (10) years post-qualification experience in a business development or marketing role in a large organisation, five of which should have been managerial role.

Key Result Areas

- General Revenue generation
- Budget Planning & Control
- Developing and driving the business development strategy
- Sales and marketing initiatives
- Customer satisfaction
- Staff development

Competencies

- Team and Strategic Leadership
- Critical thinking and Innovative
- Decisive and Assertive
- Negotiating Skills
- Empowering team members
- External Environment Awareness
- Results and business Focus
- Communications, impact and influence

Remuneration

Botswana Railways offers competitive salary and benefits.

If you meet the above requirements and believe that you can make a significant contribution to the operations of Botswana Railways and subsidiaries, please forward your applications together with your curriculum vitae, certified copies of qualifications and Omang to:

Director Human Capital
Botswana Railways
Private Bag 0052
MAHALAPYE

Tel: 4711375

Only shortlisted candidates will be responded to.

Closing date November 6, 2020