

Enterprise iLembe is the Economic Development Agency of the iLembe District Municipality, responsible for Trade & Investment Promotion and Local Economic Development for the Region Enterprise iLembe seeks to fill the position and accordingly invites suitably qualified and experienced applications for the position below:

VACANCY (5 year contract)

EXECUTIVE MANAGER: STRATEGY, FUND RAISING, BUSINESS INVESTMENTS & RETENTION

Enterprise iLembe seeks to fill the position and accordingly invites suitably qualified and experienced applications for the position below:

Requirements:

Executive Manager: Strategy, Fund Raising, Business Investments & Retention with a proven track record in developing and implementing a fundraising strategy to drive income growth and further implement and oversee external marketing campaigns, tourism destination promotion, public relations and communications across the Entity's core sectors of Agriculture, Tourism, Manufacturing and Property and Construction.

- Masters Degree in Commerce, Economics, Marketing, Business Development Studies or equivalent qualification.
- 5+ years proven experience in a similar or commercial leadership of which 5 years should be at senior management and/or senior consultancy level in an economic development or industrial development environment
- Experience and success in motivating, recruiting, developing, retaining, and mentoring high performance, mission-driven, and results-oriented teams, with strong insights into streams of management activities relevant to Marketing, Communication and Stakeholder Management, Business Development, Fund Raising, Internal Audit and Research (as an added advantage).
- Comfortable undertaking research on different sectors to support the long-term fundraising and communications strategy.
- Proficiency in English and isiZulu - SA Citizen with clear criminal history
- Valid unendorsed Driver's License with own vehicle, preferred.

Skills:

- Business Development and retention - generating new leads with the aim of enhancing existing business/investments strategy or the opportunity of identifying new business leads having deep researching and future-oriented insights.
- Drive organizational Strategic planning – guide the process of developing unit plans; enhance/implement treasury systems, process, procedures, tools & control systems; ensure timeous reporting; implement controls; manage and support audits; participate in management forums; facilitate dept communications
- Constantly improve business plans; investigate and analyze funding requirements; monitor overall progress
- Industrialization plan – develop goals/projects; conduct research and identify upstream and downstream industrialization opportunities; capacitate existing and economic growth initiatives; review existing policies; marketing province industrial opportunities; initiate capitalization of fund and develop funding criteria
- Maintain stakeholder relationships; participate in forums; foster partnerships to build awareness
- Knowledge and skill in applying internal auditing and accounting principles and practices
- Develop and Implement the the Entity's Marketing and Communications Strategy in line with the Entity's Strategy.
- Excellent communication and interpersonal skills, with the ability to influence and collaborate effectively across all levels of the organization. Polished, succinct, and grammatically correct written communication skills.

Key Responsibilities:

Lead in formulating strategies and operational programs for private sector development and PPP promotion by coordinating with sector divisions, Private Sector Operations Department, and in consultation with relevant government agencies. In collaboration with the CEO develop, oversee, and direct the fundraising for Enterprise iLembe with definitive financial targets and clear approach for achieving them. Comfortable undertaking research on different sectors to support the long-term fundraising and communications strategy. Knowledge and skill in applying internal auditing and accounting principles, practices and Risk based auditing techniques. Ability to utilise sound business understanding and experience to develop strategic communications programs to foster relationships with internal and external stakeholders, ensuring alignment with the values and strategic goals of the company.

Enterprise iLembe subscribes to the principles of equal employment opportunities as contemplated in the Employment Equity Act: 55 of 1998.

Please forward your applications together with a detailed CV and certified copies of your qualifications, drivers' licence and Identity Document for the attention of The Acting CEO: Mrs Hlengiwe Hakata; email minenhle@enterpriseilembe.co.za The closing date for submissions is **Friday 21 June 2024, 12h00**. Please note that applications received after the closing date will not be considered. If you do not hear from us within (4) weeks of closing date, please consider your application as unsuccessful.

H Hakata (Mrs) Acting Chief Executive Officer