

job specification: Executive Head of Business Development

date	26 September 2008
valid until	until filled
job title	Executive Head of Business Development
department & region	Business Development (acsis Cape Town or Johannesburg)
closing date	until filled *please note that no late applications will be accepted
remuneration & benefits	market related
output/core tasks	<ol style="list-style-type: none">1. strategy formulation;2. management of the overall Advisory Service functions including;<ul style="list-style-type: none">~ the financial planning company~ the partner acquisition function~ the partner management function~ corporate consulting services~ marketing3. people management

position requirements

qualifications The minimum required qualification for this position is a relevant tertiary qualification. A relevant postgraduate business qualification (CA, CFA, MBL, LLB, Actuarial or MBA). A CFP or CFA with a current FPI membership.

experience/knowledge Demonstrated excellence in the field of Business Development. Demonstrated expertise in the building, growing and servicing of a business. Demonstrated excellence, understanding of and experience in the environment of investments, financial planning, investment consulting, employee benefits consulting, and markets. Demonstrated experience in the management of a team at a professional level. Effective, commercial experience running a business unit/s.

10 years experience in the financial services industry in the business development space, with a strong background in linked products, collective investment schemes, life insurance and/or employee benefits. A minimum of 5 years, of the 10 years experience, must have been spent managing people, of which at least 3 years must have been spent in a senior management role.

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competencies

- ~ sound commercial skills
- ~ good project and time management skills
- ~ knowledge of business and management principles
- ~ strong analytical skills
- ~ disciplined completer
- ~ ability to work in a pressurised environment
- ~ management and leadership knowledge and experience
- ~ organisational skills
- ~ leadership skills
- ~ coordinating activities and resources (including performance management)
- ~ the ability to work collaboratively
- ~ a 'hands-on' management style
- ~ a penchant for being proactive

process for applying

media used

please send the following details to the HR department:

1. an updated CV with current references
2. certified copies of qualifications
3. certified copy of ID

contact persons

Whalleed Ebrahim (HR Manager)

contact details

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