

VACANCIES SENIOR AND JUNIOR BUSINESS DEVELOPERS

Enterprises University of Pretoria is an entity that commercialises the research outcomes of the University of Pretoria through contract research, consulting and specialist advisory services. Our clients are in the private and public sectors, and include a large number of international clients, mostly within Southern Africa.

We are in the process of strengthening our business development capabilities in the functional areas of the Engineering, Natural and Agricultural, Health and Social sciences as well as Business Management disciplines.

We are looking for people who will apply their business acumen, grow business portfolios and thrive in an environment that is largely shaped by innovation.

Closing date: 7 February 2020.

MINIMUM REQUIREMENTS

Education and qualifications:

- National Senior Certificate (Grade 12) or equivalent.
- Relevant three-year tertiary qualification.
- A post-graduate qualification will be advantageous.
- Own vehicle and a valid driver's licence.
- South African citizen.

Knowledge and experience:

- 3 to 5 years' experience in generating business.
- Having worked for 3 to 5 years in a consulting and/or contract research environment.
- Specific experience in tender compilation, preparation of unsolicited proposals, generation of business intelligence on clients, industries and market segments.
- Advanced research methodology, budget compilation, contract management and writing capability.
- Good interpersonal skills and strong ability to network.
- Strong conceptualisation ability.
- Excellent presentation, communication and negotiation skills.
- Advanced computer literacy (MS Word, Excel and PowerPoint).
- Proficiency in English (written and spoken).

Behavioural competencies

- Good time management and planning skills.
- Attention to detail and deadline-driven.
- Ability to work independently and as part of a team.

SELECTION CRITERIA

Your experience, track record and qualification(s) will determine which position you will be considered for.

- Applications may be submitted to Ms Busi Mzoto at busi.mzoto@enterprises.up.ac.za by 7 February 2020.
- Content related enquiries may be directed to Dr Elmar de Wet at elmar.dewet@enterprises.up.ac.za
- Please note that if you haven't heard from us seven (7) days after the closing date, you can consider your application as unsuccessful.