



CAREER OPPORTUNITY

African Rainbow Minerals is a leading South African diversified mining and minerals company, with world-class long-life, low unit cost assets. We offer opportunities for career advancement, development and retention. Our “WE DO IT BETTER” philosophy has positioned us to be an Employer of Choice.

Applications are invited from suitably qualified and experienced persons for the position of **Executive: Business Development**, reporting to the Chief Executive Officer. The position will be based in Sandton, Johannesburg.

Executive: Business Development

Purpose of the Job:

- Accountable for the strategic direction, execution and performance of strategic growth and development of the business through a range of stakeholders i.e. investors and shareholder’s engagement as directed by the Board. Drive the ARM Board mandate as instructed by the CEO for continuous improvement, growth and development strategic initiatives.

Job Requirements:

- Business degree;
- Postgraduate degree in Corporate and Strategic Finance, Business Development, MBA an advantage;
- 12 years executive, board and sub-board committee level experience.

Job Responsibilities:

- Provide a budgetary structure, ensuring long-term financial viability, considering internal and external factors i.e. optimisation, political and social;
- Establish and position the organisation within the market and industry both locally and globally;
- Brand and position the organisation as a long-term financial and social entity;
- Initiate and sustain relation networks which influence the good reputation and image of the company;

- Represent the organisation in the socio-economic and political contexts;
- Ensure reputable record which is known nationally and globally;
- Ensure correct, authorized information and reports for distribution to the relevant stakeholders contributing towards reaching set goals and objectives;
- Provide input towards developing a strategy in support of business development for the business;
- Monitor potential risks and impact on the implementation of the strategy;
- Investigate industry trends and market conditions to track technology and developments in the economy and maintain a competitive advantage;
- Responsible for driving the growth of ARM through an active mergers and acquisitions program and venture capital fund. Key responsibilities include forecasting, valuation and analysis of for transactions, implementing consistent complex financial models and standards for evaluating target companies;
- Co-accountable for achievement of ARM strategic growth and development milestones;
- Co-accountable for mitigating risk by ensuring company growth and development strategy is aligned with ARM strategy in viable investment growth opportunities;
- Provide multi-disciplinary support to the Chief Executive officer, Finance Director and Divisional Chief Executives.

Personal Attributes:

- Business acumen;
- Excellent verbal and written communication skills;
- Influencing and persuasion skills;
- Conflict handling;
- Results orientation;
- Strategic orientation;
- Capable of exercising judgement;
- Outgoing, self-confident, motivated and charismatic;
- Ability to work under pressure;
- Assertive, persistent and resilient.

Interested applicants are invited to e-mail their CVs to Lavinia Masehela, by no later than **20 December 2018**.

Email: lavinia.masehela@arm.co.za

Equity Statement:

Preference will be given to suitably qualified Applicants from designated groups in line with the Employment Equity Plan and Targets of the Organisation.

NOTE: If you are not contacted within 21 days after the closing date, please consider your application to be unsuccessful.