

JOB TITLE

Strategy and Business Development Senior Manager

Location: Bryanston, South Africa

JOB SUMMARY

This role will be responsible for driving the long-term business development of Paramount Africa. Working with the SVP Africa and VP South Hub, the Strategy Managers core remit will be to develop and implement business strategy and to drive and incubate new business development opportunities. The role is key to helping the SVP and VP guide the overall strategy of Paramount Africa business.

REQUIREMENTS

Qualification: Bachelors degree with a postgraduate preferred.

Experience: 5 years or more of strategic management consulting experience, or equivalent.

Language: Excellent written and verbal command of English. Knowledge of French and/or Portuguese will be highly advantageous.

Communication: The candidate must be a strong communicator with excellent interpersonal skills, able to establish good relationships with internal and external stakeholders of all professional levels. Strong sales, negotiation and presentation skills are required for this role.

Industry: Deep understanding of linear television and VOD/OTT markets across Africa.

Personality Profile: Entrepreneurial with a flexible and creative approach, open to taking on responsibilities outside a fixed job description, visible personal drive, confidence and self-motivation. Good team player with an open mind towards working in multi-disciplinary teams.

Travel: Travel around and outside of Africa will be required.

Other: Demonstrated commercial experience, preferably in the content sales or acquisitions business.

KEY RESPONSIBILITIES

- Drive long-term strategic direction and growth for the business through the development and implementation of business strategy
- Develop and implement growth strategies for the business based on business performance (internal financials, distribution, etc.), business assets (content, brands, etc.) and market gaps and opportunities (with both consumer and trade)
- Lead and drive strategic cross-business projects, among different functions within the Africa business as well as between the Africa business and the larger emerging markets business
 - Projects will depend on business needs but may include: annual cross-functional strategic planning session, sales process optimization, new channel launches, etc.
- Drive the annual business planning process (short and long term) and manage the tracking of performance against goals
- Lead and develop new business opportunities for Paramount Africa
 - Develop and analyse new opportunities and business models (e.g. new business models, platforms, channel launches and market entries)
 - Structure and support deal negotiations with business partners
 - Build relationships with new business partners, conducting due diligence trips as needed
 - Develop business plans and deal financials to support negotiations
 - Incubate new business ventures through initial stages of implementation
 - Lead cross functional project teams in early implementation stages
- South special projects: assist with cross organisational strategic projects as and when needed
- Take on additional responsibilities of supporting other operational functions as required by the business / SVP and VP Hub.

HOW TO APPLY

If you are looking to apply, please send your CV to recruitment@vimnmix.com. Alternatively give me a call on 0114282956. If you have not heard from us within two weeks, consider your application unsuccessful.

This job description is a guide to the work you will be initially required to undertake. It may be changed from time to time to meet changing circumstances. It does not form part of your contract of employment and as your experience grows you will be expected to broaden your tasks, suggest improvements, solve problems and enhance the effectiveness of the role. This form summarises the main aspects of the job but does not cover all the duties that the job holder may have to perform.