



## **GAUTENG GROWTH AND DEVELOPMENT AGENCY**

### **CALL FOR APPLICATIONS: GAUTENG INDUSTRIAL DEVELOPMENT ZONE CHIEF INVESTMENT FACILITATOR**

**JOB GRADE: E2**

**SALARY OFFER: R1, 534,541 PER ANNUM CTC**

The Gauteng Growth and Development Agency (GGDA) is the implementation arm of the Department of Economic Development that was created in terms of Blue IQ Investment Holdings (Pty) Ltd Amended Act (2012) through the merger of Blue IQ investment Holdings its subsidiaries and the Gauteng Economic Development Agency. The Gauteng Growth and Development Agency (GGDA) is recruiting to fill vacant positions on behalf of its subsidiary company the Gauteng Industrial Development Zone (GIDZ). The GIDZ is directed to facilitate and manage sustainable job creation and inclusive economic growth and development in Global City Region by raising levels of industrial investment and exports.

The successful incumbent will be reporting to the Gauteng IDZ Chief Executive Officer. He or she will be responsible for the following:

- Analyze GIDZ strategic objectives and develop effective mechanisms for facilitating investment and promotion of GIDZ,
- Design capital programme plan/strategy that best fits GIDZ strategy,
- Establish effective mechanisms for identifying potential investors and promotion of GIDZ,
- Identify and develop business and investment opportunities nationally and internationally,
- Promote the GIDZ Project locally, nationally and internationally,
- Facilitate due diligence processes,
- Facilitate environmental impact studies,
- Facilitate necessary consents and regulatory advice,
- Undertake competitor analysis and develop strategic business plans,
- Develop the projects scope, terms of reference, procurement mechanism that best fits GIDZ investment goals,
- Framing each potential investment such that the best options are studies during pre-feasibility,
- Articulating the uncertainty (risk) associated with potential project returns,
- Ensure that and have confidence that full value has been identified,
- Facilitate development of investment site strategies including, site selection, acquisition, location analysis and legal due diligence,
- Give input in the development of GIDZ Budget,
- Financial reporting in collaboration with relevant role players,
- Align and co-ordinate IDZs efforts with other partners and stakeholders to attain mutual benefit and grow GIDZ's product offering,
- Identify synergies between GIDZ's investor/funding programmes, national and international funding/investment agencies ,

- Communicate with existing and potential partners in an effort to retain viable businesses, and to develop new business opportunities,
- In consultation with Stakeholder management, develop and coordinate the preparation of marketing materials to promote national international business development opportunities,
- Disseminate promotional and marketing material to prospective businesses and industry,
- Provides strategic infrastructure and support services required to achieve and sustain national, international/intergovernmental business development initiatives as prescribed by the IDZ Operator permit,
- Ensure adherence to of internal rules and procedures to govern activities within the GIDZ in compliance with customs, security, environmental, and any other requirements in terms of any applicable law,
- Manage subordinate staff in line with effective performance management principles,
- Work in conjunction with other Business Units' management to ensure alignment and value added approach to marketing/new business development strategy, research, monitoring, evaluation and project implementation.

As minimum applicants should have the following requirements:

- Relevant Degree
- Qualification with knowledge of SEZ's full mandate and networking
- Business Environment: Sound knowledge of the business environment, the relevant role players within the business and their key responsibilities and outcomes
- Understanding of the Foreign & Local Economic development industry
- Legislation/national/international governance: Sound knowledge of the relevant legislation/governance applicable to the organisation/industry /country
- Government/Private sector: Knowledge of the government and private sector of the targeted invest /market/countries
- Interpersonal: The ability to interact with people at all levels in the organisation
- Communication: The ability to communicate effectively and efficiently at all levels in the organisation
- Reporting: The ability to accurately give an account of information pertaining to the performance of outputs
- Project Management: The ability to define, scope, plan and execute projects according project management methodology
- Negotiation: The ability to negotiate with stakeholders and arrive at a win-win situation in the best interest of the agency and the negotiating party
- Approachable: The ability to display an open and friendly disposition enabling easy communication to people at all levels
- 3 years of experience in business development and proven track record

The closing date for applications is 12 December 2016 at 12:00HRS and only shortlisted candidates will be contacted. Preference will be given to people living with disability and previously disadvantaged individuals.

Enquiries and submissions should be addressed to [recruitment@ggda.co.za](mailto:recruitment@ggda.co.za)

