



VACANCY

REFERENCE NR	:	VAC07661-62
JOB TITLE	:	Consultant: Channel Management X2
JOB LEVEL	:	D1
SALARY	:	R 323,876 - R 539,794
REPORT	:	Lead Consultant: Channel Management
Department	:	Products, Services and Customer Solutions
LOCATION	:	SITA Centurion
POSITION STATUS	:	Fixed Term Contract -24 Months (Internal & External)

Purpose of the job

To manage proposal for solutions and services by evaluating current solutions, identifying needs to be filled and generate proposals to clients.

Key Responsibility Areas

Provide input in the develop the channel management process in accordance with SITA Policy framework;

Adhere to Architectural and Governance mechanisms for the Business Requirements;

Manage the delivery of services according to project plans / activities / initiative requirements and architectural and governance mechanisms to ensure overall compliance and improved service delivery;

Analyse and interpret the requirements for specific client demand in line with SITA Service Catalogue, including the compilation of proposals;
Provide guidance for processes on costing and recovery tools to ensure full cost recovery of projects and service;

Provide guidance on processes in line with SITA approved package services and or solutions; and

Enable execution of the PSI function by means of engagement and collaboration with front-end units, back-end units and supplier/ partner network which results in service channel management in accordance with approved timelines and processes.

Qualifications and Experience

Minimum: 3 year National Diploma in commerce / Information Technology or equivalent.

Experience: 5 – 6 years working experience in the business management, business development, account management, engagement management, relationship management, contract law, supplier management within ICT.

Technical Competencies Description

Knowledge of: Business Management; Policy, framework and process development and implementation; ICT Service Delivery; ICT service strategy, design, transition, operations; Continual service improvement; Quality Assurance processes and standards; Good understanding of Financial Management, Cost Management; Project management within governing policies, procedures and guidelines; Knowledge Management; ICT industry environment and landscape; and Government ICT regulatory environment.

Skills: Project management; financial management principles. Methodologies; Cost and account management; Customer Relationship Management; Policy Review & Implementation; Business management ; People Management; Business writing; Relationship management;

Contract Management, including drafting, monitoring and measuring; Negotiation; Marketing and Selling; Building strategic and synergistic relationships; and Compiling proposals.

Other Special Requirements

N/A

How to apply

Kindly send your CV to Tshidi.recruitment@sita.co.za

Closing Date: 13 March 2020

Disclaimer

SITA is Employment Equity employer and this position will be filled based on Employment Equity Plan. Correspondence will be limited to short listed candidates only.

- If you do not hear from us within two months of the closing date, please regard your application as unsuccessful.
- Applications received after the closing date will not be considered. Please clearly indicate the reference number of the position you are applying for.
- It is the applicant's responsibility to have foreign qualifications evaluated by the South African Qualifications Authority (SAQA).
- Only candidates who meet the requirements should apply.
- SITA reserves a right not to make an appointment.
- Appointment is subject to getting a positive security clearance, the signing of a balance score card contract, verification of the applicants documents (Qualifications), and reference checking.
- Correspondence will be entered to with shortlisted candidates only.
- CV's from Recruitment Agencies will not be accepted