



VACANCY

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| REFERENCE NR | : | EXEC-PLC/2017-06 |
| JOB TITLE | : | Executive: Provincial and Local Consulting |
| JOB LEVEL | : | E5 |
| SALARY | : | R1, 884 042 – R2, 826 064 (Negotiable) |
| REPORTS TO | : | Chief Executive Officer |
| DIVISION | : | Provincial and Local Consulting |
| LOCATION | : | SITA Provincial Offices |
| POSITION STATUS | : | FIXED TERM CONTRACT – 5 YEARS (Internal/External) |

Purpose of the job

To establish, manage partnerships and relationships with SITA stakeholders at a provincial and local government sphere, lead strategic initiatives to increase market share in line with SITA's mandate, effectively manage project and service portfolio delivery, lead the provision of solutions design, drive project results to improve customer satisfaction and strategically position SITA as a customer-centric value-adding organisation.

Key Responsibility Areas

Provincial and Local client services. Develop the divisional strategic direction that is aligned to the overall SITA strategy in terms of the customer-centric organisation and oversee implementation thereof. Lead, and participate in ICT engagements related to acquiring business and transactional challenges involving external clients. Drive the implementation of a cross-functional consulting practice empowered to marshal organizational resources to resolve troublesome customer issues and identify root cause while balancing the financial realities and strategic goals of the company. Leadership of provincial teams (consulting teams and service-line teams). Financial, Business management and Human Capital Management.

Qualifications and Experience

Minimum Qualifications: Degree in Business or Information Technology or equivalent (NQF Level and Credits)

Post Graduate Qualification

An Honours or Master's Degree will be an added advantage.

Experience: 8+ years of professional experience which includes business development, management consulting and stakeholder management, ideally with exposure in both public and private sector. 3+ years working experience at an Executive Management level

Technical Competencies Description

Knowledge of: Understanding of high level ICT service issues and their possible impact on business development and operations; Knowledge and understanding of ICT technologies, legislation, policies and procedures and how they can be applied to improve service delivery; Knowledge of PFMA, MFMA and Procurement procedures in Government; Understanding continual improvement through service/process monitoring and evaluation; Strong marketing thinking and understanding of the communication disciplines; Knowledge of consulting practices and frameworks in a digital society; Stakeholder relationship management; Government policies and priorities; Governance and risk management; Marketing management; Architecture, analysis, ICT security and project management. **Skills:** Leadership and Strategy development skills; Ability to build trust and customer loyalty; High level of integrity, confidentiality, professionalism and attention to detail; Proven leadership experience managing teams and coaching and mentoring individuals; Strong problem solving skills; Political acumen and results oriented; Expertise in contract negotiation procedures; Customer and service orientation; Research, information gathering, investigative and report writing skills; Excellent time management, financial management and attention to detail; Well-developed inter-personal skills and experience in interacting with senior stakeholders; Fluent, clear and articulate in verbal communication with the ability to convey interest and enthusiasm when

presenting; Assertive and able to take charge of a situation when appropriate with the ability to lead, motivate and influence others.

Other Special Requirements

The incumbent will be required to engage widely with stakeholders and should have/be:

- Ability to develop strategic business relationships and become a trusted thought partner to clients
- A strategic thinker with sound business development and management skills, good judgment and strong operational focus
- An energetic, forward-thinking and creative individual with high ethical standards and professionalism
- A core strength in people management, team management and project management
- Experience in managing, monitoring and reviewing complex operational service delivery and a programme of ICT projects
- Well-developed inter-personal skills and experience in interacting with senior stakeholders
- Assertive and able to take charge of a situation when appropriate with the ability to lead, motivate and influence others
- Proven leadership experience, managing teams, coaching and mentoring individuals
- Experience operating in various government structures
- Ability to interact at the Board level

How to apply

Kindly forward your CV to: sophia.recruitment@sita.co.za

Closing Date: 29 June 2017



Disclaimer

SITA is an Employment Equity employer and this position will be filled based on Employment Equity Plan. Preference will be given to members of designated groups.

- 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.
- Applications from Recruitment Agencies will not be considered.