



VACANCY ADVICE COMMERCIAL MANAGER

Grand Gaming Mpumalanga (RF) (Pty) Ltd would like to recruit a Nelspruit based Commercial Manager. The ideal candidate will be a self-driven and focused individual, with at least 3 years relevant experience in a managerial position. This position reports to the General Manager, Grand Gaming Mpumalanga.

RESPONSIBILITIES OF THE POSITION INCLUDE BUT ARE NOT LIMITED TO:

- Acquire new sites, enhance and maintain current customer base
- Effectively network with potential suppliers, customers, shareholders, Gambling Board officials and other Stakeholders
- Understand and develop a commercial strategy in line with the business strategy, to include amongst others:
 - Marketing, advertising and promotions
 - Product management
 - Revenue analysis
 - Insights generation
 - Reporting
- Understand, develop and leverage relationships and support with other departments in the business
- Assist in the roll-out of the LPM network in the Mpumalanga region
- Manage the departmental budget, ensure that the necessary approvals are received, and measures are put in place to achieve the budget
- Prepare as well as manage the revenue and expense budget for LPMs for the region
- Analyse the financial performance of site owner primary business and its impact on the LPMs
- Advise and consult with site owners to improve primary business to positively impact LPMs
- Effective time management to ensure all deadlines are met
- Ensure that the General Manager is informed at all times on relevant issues affecting the business and the organisation
- Develop a sound relationship with the Gambling Board and all relevant key Stakeholders
- Ensure compliance with the relevant policies, procedures, gaming and statutory law
- Deal with LPM site complaints and disputes in a professional and timeous manner
- Recruitment and staffing of the department
- Development, training and performance management of staff
- Monthly & quarterly reporting to General Manager and other relevant parties

QUALIFICATIONS, EXPERIENCE, SKILLS AND KNOWLEDGE REQUIRED

- Relevant 3-year tertiary education, i.e. sales, marketing, finance or similar
- 3-4 Years relevant management experience in sales / marketing or brand management / business advisory
- Experience in cross-functional Management or must have held roles across different functions in an organisation

- Experience in gaming, FMCG or liquor industry
- Excellent communication skills and the ability to communicate at all levels
- Strong influencing and negotiation skills
- Proactive, go-getter and a can-do attitude
- 2-3 years experience in managing a sales team
- Excellent report writing skills and proficiency in MS Word, MS Excel and Power Point
- Excellent planning and organizational skills
- Proficiency in English is required, and a regional African language would be advantageous
- Ability to work effectively under pressure
- General ability:
 - To focus on results through customer focus, managing work, planning and organising.
 - To express potential through adaptability, initiating action, work standards, innovation and stress tolerance.
 - To interact effectively through communication, building customer loyalty and trust, managing conflict, negotiation and gaining commitment.
 - Achieve goals by contributing to team success, follow up, and facilitating change.

Interested parties should email a detailed CV to recruit@sunslots.co.za by end of business on Tuesday, 7 September 2021.

Equity

Preference will be given to applicants from designated groups in line with the provisions of the employment Equity Act, No.55 of 1998, as amended, Sun Slots internal recruitment policy and unit specific employment equity plans.

POPIA STATEMENT

Please note that when applying for any position, reference checks will be completed, and personal information defined in the protection of personal information Act 4 of 2013 will be processed. In applying for this position, applicants will be deemed to have consented to such processing as defined in the policy statement.

Please note that should you not be contacted within 1 month after the closing date of this advertisement, please accept that your application has been unsuccessful.