

**COMMERCIAL MANAGER
HIRT & CARTER
DURBAN**

CORE PURPOSE OF THE JOB:

The Commercial Manager will be required to ensure that the commercial objectives of the digital business are appropriately managed, the commercial strategy is developed and delivered in accordance with the requirements of the digital business. The ideal candidate will have a strong background in digital business models, software and technology solutions, with a proven track record in commercial management. The Commercial Manager will be responsible for managing the digital business risk and maximising margins.

KEY PERFORMANCE AREAS:

- Ensure market related competitive pricing and maintain rate cards and pricing / revenue models
- Manage and be accountable for procurement of digital products and services
- Ensure accurate digital financial reporting: job costing, time capture, budgets, forecasting, live tracking of performance, monthly management & sales packs
- Conduct analyses on throughput sales and time, resource and software licensing usage by product to identify strategic focus areas for improvement
- Build and maintain an effective contract and tender process ensuring the accurate and competitive pricing of contract and tender calculations
- Evaluating business processes to anticipate future requirements, identify areas for improvement, and develop and implement solutions to achieve this
- Foster a collaborative and high-performance work environment with the digital team

QUALIFICATIONS / EXPERIENCE:

- Relevant tertiary qualification in Business/Commerce/Finance, or a related field with at least 6 to 8 years of experience as a Commercial Manager or similar role, with a strong understanding of digital business and technology solutions (e.g. Annuity, data monetisation, licensing models: PaaS, SaaS. Affiliate, advertising, market place and ecommerce models)
- Experience in budget management and financial forecasting
- Knowledge of the latest trends and best practices in digital business technology sectors

BEHAVIOURS & ATTRIBUTES:

- Leadership skills
- Strong customer focus
- Strategic thinking ability
- Strong communication and negotiation skills
- Able to manage multiple priorities

The advert has minimum requirements listed.
Management reserves the right to use additional / relevant information as criteria careers@hcg.one
Closing date for applications is Friday, 20th September 2024