



**WE ARE  
HIRING  
VACANCY**

Vacancy: BMG World Bulk Material Handling  
2700, Gauteng - South Africa

**General Manager - V1880**

**Closing Date: 21 October 2021**



**Key Objectives/ Principal accountabilities:**

To develop and grow the Bulk Materials Handling (Heavy Duty Belting) Business Unit within BMG and oversee all management aspects of the business from supplier relationships, stock, pricing, sales, key customers relationships, set strategic direction and team development.

- Be accountable for achieving set targets (sales, margin, controllable costs, and profitability) of the business unit.
- Build relationships with key customers and suppliers to support the achievement of the strategic goals and targets.
- Develop and implement strategic plans aligned to the Group strategy which support the ongoing growth, development, and sustainability of the business unit.
- Provide leadership to the business unit team (direction, growth, and development) at the same time developing a pipeline of talent through coaching, training, and performance management feedback.
- Analyse market trends by leveraging market information to maximise business opportunities.
- Establish Strategies to Guide the Division.
- Translate Strategies into Interventions.
- Investigate and Respond to Business Environment (Market) Needs.
- Review and Refine Processes and Procedures.

**Requirements:**

- Matric / Grade 12 & related technical qualification.
- Executive Development Course.
- MBA would be advantageous.
- Minimum 5-10 years in Bulk Material Handling management experience.
- Strong management experience at a senior level - minimum 5 years.
- Experience in setting and strategising of departmental budgets including forecasting.
- Experience in customer and supplier negotiations.

All internal applicants are required to complete an IVAF form signed off by line manager prior to submitting application.

Should you have the necessary skill set, attach a brief CV, and forward to Rene Mohlala on [renem@esggroup.net](mailto:renem@esggroup.net), Apply by using **"General Manager V1880"** as the subject line.



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