



the dtic

Department:
Trade, Industry and Competition
REPUBLIC OF SOUTH AFRICA

EXPORTS BRANCH

Director – Export Promotion

All-inclusive remuneration package of R 1 162,200.00 per annum
Ref: (Exp - 083)

Overview: To lead and manage the development and implementation of export promotion and marketing strategies and initiatives for key sectors in key markets and countries.

Mandatory requirements: An undergraduate qualification (NQF Level 7) in Economics / Commerce / Business Management / Marketing. 5 years' relevant middle / senior managerial experience in Export Promotion and Marketing environment, International Trade and International Business Relations.

Skills/Knowledge: Ability to resolve business challenges / barriers. Experience in Programme and Project Management. Experience in stakeholder and customer relations management. Experience in monitoring and evaluation. Strong marketing and digital marketing management skills. Knowledge and understanding of South African Export Priorities and conducting market intelligence (research and analysis). Knowledge and understanding of different Export Promotion Tools. Communication skills (verbal & written), research and analytical skills, negotiation skills, interpersonal skills, planning and organising skills & time management skills, mentoring and coaching. Knowledge and understanding of South African Economic Policies. Knowledge and understanding of key legislation applicable to public entities and the dtic. Proficient in MS Packages.

Duties: Resolve business barriers to trade and investments. Oversee the provision of Market Intelligence Assessments to promote South African exports. Oversee the provision of Export Support Service and Aftercare to internal and external stakeholders. Formulate, Co-ordinate and implement Export Promotion Strategies and Marketing initiatives, including digital export promotion strategies. Ensure local and international Export Promotion stakeholder co-ordination. Monitor and evaluate progress and adherence to service delivery standards on all export promotion strategies, projects, action plans and international trade initiatives in the relevant markets, sectors and country.

Deputy Director – Export Promotion

All-inclusive remuneration package of R 958 824.00 per annum
Ref: (Exp - 091)

Overview: To coordinate the development and implementation of export promotion and marketing strategies and initiatives for key sectors in key markets and countries.

Mandatory requirements: A three-year National Diploma / Bachelor's degree in Trade, Economics / Commerce / Business Management / Marketing / Digital marketing. 3 – 5 relevant experience in managing and implementing Export Promotion and Marketing initiatives, international trade and international business relations.

Skills/Knowledge: Experience in project management, stakeholder management and customer relations management. Experience in the development of communication and marketing strategies. Strong marketing and digital marketing skills. Experience in monitoring and evaluation. Knowledge and understanding of South African Export Priorities and conducting market intelligence (research and analysis). Knowledge and understanding of different Export Promotion Tools. Knowledge and understanding of key legislation applicable to public entities and the dtic. Good planning and organising skills. Proficient in MS Packages.

Duties: Coordinate Market Intelligence research to promote South African exports abroad. Provision of Export Support Services and Aftercare to internal and external stakeholders. Develop and manage the implementation plan of the export promotion strategies. Implement Export Promotion Strategies and Marketing initiatives, including digital export promotion strategies. Coordination of local and international export promotion stakeholders. Monitor and evaluate progress and adherence to service delivery standards on all export promotion strategies, projects, action plans and international trade initiatives in the relevant markets, sectors and country.

INVESTMENT & SPATIAL INDUSTRIAL DEVELOPMENT

Deputy Director – Manufacturing Industries

All-inclusive remuneration package of R 958 824.00 per annum

Ref: (ISID - 036)

Overview: To manage the recruitment, expansion and retention of foreign direct and domestic investment in the Manufacturing Industries.

Mandatory requirements: A three-year National Diploma / Bachelor's Degree in Business Management / Investment / Finance / Economics / Marketing. 3 - 5 year's relevant managerial experience in Industry / Marketing / Finance or relevant environment.

Skills/Knowledge: Experience in developing investment recruitment strategy, economic policy formulation and implementation. Experience in local and foreign investment, investment promotion and marketing. Experience in database management, conducting research and analysis. Experience in reporting, risk management, stakeholder and customer relations management, people management, financial management, project management, strategic capability and leadership. Knowledge and understanding of local and foreign investment practices, market dynamics, and government policies. Ability to develop and implement investment recruitment strategies and plans for the Services Industries sector. Demonstrated experience in analyzing investment proposals, conducting market research, and identifying potential investors. Strong understanding of financial and operational risks associated with investment projects. Ability to identify and implement strategies to mitigate business economic risks. Analytical skills to assess risk factors and report on risk mitigation measures. Ability to analyze sector trends and make informed recommendations. Communication skills (verbal & written), research and analytical skills, negotiation skills, project management skills, interpersonal skills, planning and organising skills & time management skills, mentoring and coaching. Knowledge and understanding of regulations, legislation pertaining to Manufacturing, Public Finance Management Act and Treasury Regulations. Knowledge and understanding of key legislation applicable to public entities and the dtic. Proficient in MS Packages.

Duties: Recruitment of local and foreign investment into the Manufacturing Sector: Develop and implement investment recruitment strategies and plans for the Manufacturing sector. Lead and oversee the implementation of investment promotion and recruitment programs. Manage and coordinate inward and outward missions related to investment. Ensure effective management and maintenance of the investor's projects database. Manage and coordinate Business roundtables and Business forums. Attraction, retention and expansion of investment in South Africa: Conduct thorough analysis of companies' investment proposals and business plans. Lead the development of compelling business cases to attract companies to invest in South Africa. Conduct in-depth analysis and identification of potential investors. Manage the provision of comprehensive information to investors regarding incentives, market opportunities, government industrial policies, and plans. Oversee and manage the execution of the investment cycle, including investor targeting, lead generation, and investment marketing. Lead generation and investment marketing: Develop and execute the investment marketing plan to generate leads and attract investment. Coordinate and facilitate investors' visits to South Africa. Oversee the conversion of leads into viable investment projects. Track and monitor foreign direct investment (FDI) flow and prospects. Identification, packaging and promoting of major investment projects: Determine and collate major investment projects in the Manufacturing sector. Manage the packaging and promotion of investment projects for local and foreign investment conferences, pavilions, and targeted outward investment missions. Attend, participate in, and ensure timely follow-up on one-on-one meetings with potential investors. Oversee the development and packaging of investment products to attract potential investors. Manage the development of high-quality marketing materials, including customized inputs, presentations, briefing documents, and speeches. Lead the development of value propositions for the Manufacturing sector and analyze sector trends. Risk Management: Mitigate and report on financial and operational risks associated with investment projects. Identify and implement strategies to mitigate business economic risks. Unblock and reduce red tape and resolve challenges experienced by investors. Stakeholder and Customer Relations Management: Manage stakeholder relations within the public, private sectors, and industry organizations. Foster strong partnerships and effective communication with stakeholders. Attend and provide comprehensive reports on bi-national commissions, joint ministerial commissions, and state visits related to investment. Attend Incentives adjudication meetings to provide expert advice and inputs on applications for investment incentives. Manage the development of a customer relationship management (CRM) system, ensuring the maintenance and updating of the investment pipeline. Oversee the management of investment inquiries and lead generation efforts. Determine and target group or individual investors for specific incentives. Attend and actively follow-up on investors' meetings to ascertain investment goals and discuss investment strategies and plans. Ensure timely and thorough follow-up on regulatory inquiries to the Chief Directorate: Investment Promotion. Reporting: Provide strategic inputs for quarterly and annual reports, business plans, and targets. Compile comprehensive reports on investment meetings and visits, highlighting key insights and outcomes. Manage updating of the investment pipeline.

Note: Shortlisted candidates will be subjected to a technical exercise and the selection panel for SMS positions will further recommend candidates to attend a generic managerial competency-based assessment. The Senior Management Pre-Entry Programme (Nyukela Programme) as endorsed by the National School of Government (NSG) must be completed before an appointment can be considered. The course is available at the NSG under the name Certificate for entry into the SMS and the full details can be sourced by the following link: <https://www.thensg.gov.za/training-course/sms-pre-entryprogramme/>. No appointment will take place without the successful completion of the pre-entry certificate and

submission of proof thereof. Background verification, social media checks and security vetting will form part of the selection process and successful candidates will be subjected to security vetting. It is the applicant's responsibility to have foreign qualifications evaluated by the South African Qualifications Authority (SAQA). Applications received after the closing date will not be considered. Correspondence will be limited to shortlisted candidates only. If you have not been contacted within 3 months of the closing date of this advertisement, please accept that your application was unsuccessful.

Applications can be submitted: Via e-mail to dticapplications@tianaconsulting.co.za (Ref no. should appear in subject-line), by post to The Director, Tiana Business Consulting Services (Pty) Ltd, PO Box 31821, Braamfontein, 2017; Hand-delivered to the dtic Campus, corner of Meintjies and Robert Sobukwe Streets, Sunnyside, Pretoria. The application must include only completed and signed new Form Z83, obtainable from www.thedtic.gov.za (Careers), any Public Service Department or on the internet at www.gov.za, and a detailed Curriculum Vitae. Certified copies of qualifications and Identity Document or any other relevant documents to be submitted by only shortlisted candidates to HR on or before the day of the interview date. the dtic reserves the right not to fill any advertised position(s).

the dtic is an equal opportunity affirmative action employer.

For enquiries regarding applications, contact the Recruitment Office, tel. (012) 394-1809/1835

Closing date: 14 August 2023

**the dtic welcomes applications
from all persons with disabilities.**