



# THE UNIVERSITY OF ZAMBIA

## EMPLOYMENT OPPORTUNITIES

Applications are invited from suitably qualified and experienced persons to fill the following positions at the University of Zambia:

### **1. DIRECTOR, BUSINESS DEVELOPMENT - 1 POSITION**

**PURPOSE:** Responsible for developing and implementing Strategic Business Plans, and overseeing the operations of the University of Zambia Business Ventures.

#### **RESPONSIBILITIES:**

- Preparing and ensuring adherence to the plans;
- Coordinating the operations of all business ventures;
- Developing, implementing monitoring and evaluating strategic business and marketing plans and preparing annual business and marketing plans for the Business ventures;
- Ensuring the preparation and control of the budgets for the business ventures for effective utilisation of resources in order to achieve the performance objectives for the business ventures;
- Identifying and utilizing new business opportunities and
- Developing sales proposals in response to both reactive and proactive opportunities;
- Developing relationships with businesses or individuals in line with the sales strategy;
- Setting and managing performance objectives for subordinates in order to achieve the business objective of the business ventures;
- Providing leadership and direction to subordinate staff in the operations of the business ventures;
- Receiving and evaluating proposals for new business investment opportunities to ensure that investments are made on projects which have the potential to yield the greatest return on investment;
- Securing financial resources for future development or expansion;
- Supervising and appraising subordinate staff; and
- Ensuring the preparation of quarterly and annual operational performance reports.

#### **QUALIFICATIONS:**

- Grade 12 School Certificate or its equivalent;
- Bachelors' degree in a Social Science or Engineering or a related field;
- Masters' degree in Business Administration or Economics or a related field;
- At least seven (7) years of demonstrated experience in Project delivery or business development or in a business environment and raising funds; and
- Must be ICT competent.