

CAREER OPPORTUNITY

The Council for Scientific and Industrial Research (CSIR) is a leading scientific and technology research organisation that researches, develops, localises and diffuses technologies to accelerate socio-economic prosperity in South Africa. The organisation's work contributes to industrial development and supports a capable state.

Business Development Manager

About the job:

The CSIR has a vacancy for a **Business Development Manager** within the **NextGen Health** Cluster of the Chemicals, Agriculture, Food and Health Division. The incumbent will be accountable for securing the total revenue, diversification of income streams, and for meeting targets per revenue stream for the cluster. He/she will be accountable for clearly defining business development and commercialisation priorities of the Cluster in alignment with the CSIR vision, strategy and relevant market needs, collecting market and business intelligence to ensure all cluster programmes and projects are relevant to the user environment, and for transferring CSIR technologies to the market. This position is based in Pretoria.

Key responsibilities:

- In collaboration with the Business Development & Commercialisation Divisional Executive, lead the business development strategy for the NextGen Health cluster;
- Be accountable for securing the revenue targets and diversification of income streams of the cluster;
- Facilitate strategic investment of parliamentary grant to leverage further income from industry and other funding sources;
- Be accountable for a robust, balanced pipeline of business leads per cluster targets;
- Be accountable for market/business intelligence to inform the cluster's RDI agenda, facilitate development of technologies for current and future competitiveness and ensure collaboration with industry and relevant parties locally and internationally;
- Lead and maintain in-depth stakeholder engagement in industry and the public sector at large;
- Lead technical teams in client interactions;
- Be accountable for all key client relationships, represent client interests and be responsible for client satisfaction.

Qualifications, skills and experience:

- A Bachelor's degree in science in an area that is relevant to the health cluster with at least five years' business development in industry;
- In-depth understanding and experience in the applied biotechnology and pharmaceuticals space is essential;
- Relevant health industry experience, demonstrated experience of people management, project management and organisational development;

- Proven track record of market/business development in the health care industry;
- Excellent communicator with strong business acumen;
- Evidence of high-level stakeholder management and industry-related networks;
- Global insights and networks in the sector an added advantage;
- Solid experience in writing business plans an added advantage;
- Excellent communicator with strong, demonstrable business acumen; and
- Demonstrated experience of strong people management and organisational development skills.

Should you meet the above requirements, please email your CV to recruitment01@csir.co.za with your name and surname, position title and reference number in the subject line, **(eg. John Smith: Business Development Manager: Reference No: 310711)**

Closing date: 13 November 2020

PLEASE NOTE THAT FEEDBACK WILL BE GIVEN TO SHORTLISTED CANDIDATES ONLY.

For more info, please contact the CSIR Recruitment Centre on **012 841 4774** or email us at recruitment01@csir.co.za

*The CSIR is an equal opportunity employer. As such, it is committed to the Employment Equity Act of 1998. By applying for this position at the CSIR, the applicant understands, consents and agrees that the CSIR may solicit a credit and criminal report from a registered credit bureau and/or SAPS (in relation to positions that require trust and honesty and/or entail the handling of cash or finances) and may also verify the applicant's educational qualifications and employment history. **The CSIR reserves the right to remove the advertisement at any time before the stated closing date and it further reserves the right not to appoint if a suitable candidate is not identified.***