



Adapt IT Vacancy

Business Development Manager- Micros

Location: Johannesburg

Business Unit: Micros

Role Description:

The BDM is responsible for directing the activities of the division by using the all Micros software products, as a means to achieving profitable and sustainable growth. Micros Software Products are listed mainly as, the Oracle Hospitality Product Suite.

The main accountabilities for this role is to drive strategic business development to establish new markets for all Micros software products, consulting and service offerings, grow and retain existing clients, lead strategic customer engagement and operational effectiveness. The key aspects of the job include leading the sales process to a successful conclusion, by negotiating the deal, while constantly monitoring the effectiveness of the winning strategy to maintain the focus on the conclusion of the contract.

Role Requirements:

Strategic Business Development

- Develop, review, and implement the business development strategies and plan for all Micros products and services offering, ensuring the strategic objectives are well understood and executed;
- Analyze the existing client base across all industries (i.e. hospitality, retail and travel industries) and Micros offerings, to establish a strategic retention plan, as well as to develop business development approach for potential new clients;
- Direct and guide the execution of marketing initiatives for software, consulting and support services offerings which strategically support all business development initiatives;
- Leverage Oracle domain knowledge, market awareness, business development experience, best practices, to generate new deals and retain new clients;

Strategy Development and Implementation

- Develop a growth strategy for Micros software products and support services, which is focused both on financial improvement and customer satisfaction;
- Implement and optimize management systems, processes and best practice for effective execution of the divisional strategy;
- Manage large scale, complex contracts negotiations to close new business
- Collaborate with appropriate team members to determine necessary strategic sales and business development approaches

Stakeholder Relationships

- Establish and maintain effective formal and informal links with major clients, relevant government departments and agencies, local authorities, key decision makers and other stakeholders, specifically at C-Level and Directors; establish and maintain positive peer, leadership team and corporate relationships;

Financial Perspective

- Develop multifaceted commercial models for all software offerings (i.e Oracle Hospitality Product Suite, etc.), consulting and support services, using best practice;
- Deliver profitable growth in line with the overall financial strategy target for the Group;
- Produce consistent bottom-line results; i.e. margins, costs, productivity, quality etc.;
- Ensure that all strategic, annual plan and budget results are met;
- Deliver short and medium-term results while sustaining the ability of the business to achieve long-term growth;
- Create competitive advantage by defining a compelling Micros value proposition that meets and anticipates customer and business needs;

Business Intelligence

- Undertake key research to understand the business environment, competitor landscape, threats, drivers and potential opportunities, specifically with reference to Micros software products offerings and services, and the hospitality industry thereof;

Education, Qualification and Experience

- Tertiary qualification in Computer Science, or bachelor's degree in other related field
- Master's in leadership or business management qualification in an advantage;
- A minimum of 10 years' experience in Senior ICT Management

- Business management experience, including contract management and Profit and Loss responsibility;
- Proven record in Sales and Business Development, and development strategies for winning in a competitive environment;

Personal Attributes and Qualities

- Strong leadership ability with personal credibility capable of effectively interacting with all stakeholders
- Sound influencing skills in dealing with internal and external stakeholders
- Focused and results oriented, driven by excellence

Adapt IT is committed to successfully implementing employment equity initiatives that actively promote our Broad-Based Black Economic Empowerment (B-BBEE) policy.

For a Detailed job spec please send your cv to the below:

Closing date: [30 September 2019](#)
Contact person: [Absai Gama](#)
Contact Details: Absai.Gama@adaptit.co.za
Telephone: [0104940082](tel:0104940082)
Position status: [Open](#)