



Seychelles Ports Authority (SPA) is seeking to recruit qualified and experienced personnel for the following posts:

DIRECTOR BUSINESS DEVELOPMENT

MAIN RESPONSIBILITIES:

The Director for Business Development is responsible for driving the Seychelles Ports Authority's business and increasing its revenue, identifying and developing new business opportunities, and building and expanding the visibility of the Authority.

SPECIFIC RESPONSIBILITIES:

- Responsible for economic, planning and financial strategy of the SPA including active involvement of development and implementation of the relevant policies;
- Participate in the evaluation of Economic Performance to meet the organization's overall plans and targets;
- Periodically assist in the review and amendment of relevant laws and regulations to ensure that the Authority is up to date legally to face new and emerging challenges in the Port Industry;
- Manage research and monitor Port related trends locally, regionally and internationally and ensure such knowledge is factored into the planning of the Authority's forward strategies;
- Maintain an appropriate and reliable statistical database as a basis for trend analysis and policy/strategy reviews;
- Actively engage in regional and international maritime forums to ensure that the SPA remains abreast of Port Development Trends, gains insight on regional competitions, safeguard SPA Corporate Image and expand on SPA cooperation agreement and partnerships with strategic partners in the global Ports and shipping Industry;

- Develop and implement strategies to mobilize national and international funding for the organization's development projects;
- Manage the lease agreements of the organization's tenants to ensure maximum and optimal use of properties and timely collection of dues;
- Identify new business and commercial ventures for the Authority in order to consolidate and reinforce the revenue base of the organization;
- Conduct economic and financial assessment on the Authority's projects with a view to ascertaining appropriate return on investments.

MAIN QUALIFICATION AND EXPERIENCE:

- University Degree in Business Administration or related field
- 3-5 years working experience at senior management level, preferably in sales or marketing.
- Experience of working in a corporate/business focused environment;
- Significant experience, in a lead role, in working with senior management to align sales strategies and solutions;

Remuneration: Based upon qualification and experience.

Please note that it is company policy that all successful candidates will be required to pass a drug test prior to employment.

Interested candidates may collect application forms at the Seychelles Ports Authority's (SPA) Main Office, at the Commercial Port or download same on SPA's website: www.seyport.sc. For more information, relating to the post you may contact the Human Resource Department on Telephone Number: 4294700.

Closing Date for application: 22nd March 2024

