



VACANCY

Manager: Business Development

28 January 2025

INTRODUCTION

The South African Credit & Risk Reporting Association (SACRRA), is a not-for-profit voluntary industry association that has, for the past 35 years been facilitating the sharing of credit and risk information to enable our members to make informed credit and risk decisions pertaining to credit and other service applications by consumers. Our legal data sharing prescripts are based on the principle of reciprocity, as a result our members are not only registered credit providers but telecommunication companies, insurers, debt buyers, subscription service providers, credit bureaus, loan system provider and analytical companies.

Through the SACRRA managed and co-owned central Data Transmission Hub, our tools and support, we enable on a monthly basis, an average of approximately 54 million records to be submitted to the current six credit bureaus that have been authorised by the National Credit Regulator to hold payment profile information.

Our focus is on facilitating data quality and standardisation, ensuring that the data shared is of the highest quality and accessible to legitimate parties for legally permissible purposes. We engage with various stakeholders to ensure compliance with legislation and to maximise the benefits of data sharing.

The SACRRA Office is looking for a dynamic, self-motivated, problem solver with practical experience who can think strategically to join the team as the Manager: Business Development. Under the guidance of the Head: Operations, this person will be responsible to:

- Drive SACRRA’s business growth and expansion by identifying and deploying opportunities to diversify and expand SACRRA’s revenue within new and existing markets. This involves crafting an enhanced value proposition for members and stakeholders while elevating SACRRA’s role in transforming the data sharing and reporting ecosystem.
- Develop and implement business development strategies to improve financial stability through revenue growth, exploring cost-effective solutions, and alternative funding models.
- Actively engage and collaborate with existing members, potential members, and key stakeholders to align their perspectives and requirements with SACRRA’s strategic goals. Through these interactions, establish and strengthen meaningful relationships, creating a robust network of stakeholders invested in the broader data ecosystem.
- Seek project or seed funding for projects from donors by investigating their funding frameworks, preparing funding proposals, and developing business cases to support initiatives that expand SACRRA’s business scope and enhance value to members and stakeholders.
- Convert market trends, business practices, and stakeholder pain points into revenue-generating innovations and business opportunities that belong in the cooperative space, ensuring these initiatives are supportive but not central to the role’s primary focus on business development and diversification.

HIGH-LEVEL JOB PROFILE

Job Title	Manager: Business Development
Type of position	Permanent full time
Location	Midrand (Hybrid)
Salary	Upper C Patterson Band

<p>High-level description of role</p>	<ul style="list-style-type: none"> • Formulate and implement growth and expansion strategies and targets in line with the Strategic Framework, whilst analysing market trends and member needs to convert these insights into business development strategies and innovation opportunities aligned with SACRRA's strategic goals (e.g., sustainability, diversification etc.). • Develop, execute, and report the Operational and Sales Plan, including Measurement and Evaluation, to support the implementation of strategy and daily operations within the functional area, while maintaining strong accountability for revenue targets and strategic growth throughout the process. • Define and implement remedial actions on strategic outcomes deviations. • Direct any other strategic and operational support required by the Executive Director and/or units. • Develop documentation for new and enhanced concepts and practices to guide stakeholder decision making. • Improve financial status through revenue growth, cost management and the exploration and securing of alternative funding sources. • Continuously expand and enhance on the funding framework/model for implementation to ensure financial growth and sustainability. • Develop performance metrics and regularly monitor the progress of the implementation and evaluate its success. Adjust the strategy as needed based on the feedback and changing landscape. • Compile, implement and report on operational budget and revenue streams for business development opportunities, including remedial actions when required within functional area. • Stay abreast and research industry trends, brainstorm at all levels within SACRRA, to generate innovative ideas, introduce and implement new, innovative solutions that further elevate SACRRA's role and continuously improve the ecosystem. • Drive and build a culture of innovation and growth throughout SACRRA and equip employees with the necessary skills and competencies via innovation workshops, promoting innovative ideas, or recognition of innovation efforts. • Collaborate closely with other Units and stakeholders to implement business strategies. • Lead negotiation efforts for investments, alternative funding sources such as advertising or sponsorships. • Measure the ability to respond to income generating, donor funding and/or marketing opportunities quickly through network and exposure to industry forums, conferences and events. • Assist in the development and execution of member acquisition strategies (grow, service and retain), identify and monitor new business opportunities and develop new stakeholder (including donor) relationships to grow revenue. • Develop an engagement strategy, actively engage and collaborate with members, potential members, and other stakeholders, maintain and deepen these relationships, and consider their perspectives and requirements during the innovation and business growth ideation, development and implementation processes. • Enable collaborative synergies between Business Development, Finance, IT, Data as well as Communication and Advocacy teams. • Represent the Association at industry events to enhance the Association's profile and to promote the interests of SACRRA and its improved role in the data sharing and reporting ecosystem. • Identify changes to relevant legislation and industry standards for member and SACRRA compliance.
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	<ul style="list-style-type: none"> • Develop, implement, monitor and maintain relevant policies within functional area and SACRRA policies in general. • Participate and deliver on actions from sub-committees and/or project participation. • Adhere to, and comply with Constitution, relevant policies, SOPs and contractual obligations as well as relevant legislation, regulations and guidelines as issued by Authorities • Procure, negotiate, and manage contracts according to contractual deliverables and policies. • Review and manage the identified risks, implement remedial actions, and provide progress reports. • Adhere to the document management process to guarantee that all information is appropriately documented, secured and communicated as required. 	
Qualifications		
Type	Area	Importance
NQF Level 7 3 year degree / Advanced diploma	Marketing / Sales / Business Management / Economics / Finance	Essential
NQF Level 6 Diploma / Advance certificate	Marketing / Sales / Business Management / Economics	Advantageous
NQF Level 8 Honours / 4 year degree / Postgraduate Diploma	Marketing / Sales / Business Management / Economics	Advantageous
Professional Status		
Accreditations	Not Applicable	
Registrations	Not Applicable	
Legal Appointments	Not Applicable	
Memberships	Not Applicable	
Experience		
<p>The ideal candidate to drive SACRRA’s business growth and expansion will possess essential operational experience in the credit and risk industry, complemented by a strong background in sales, marketing, business management, or business development. This role requires a professional with a minimum of 5 years' total experience, particularly in roles that have directly contributed to sales growth and revenue enhancement.</p> <p>Our next business growth leader will focus on maximising the value proposition for our members and stakeholders, significantly strengthening SACRRA’s impact within the data sharing and reporting ecosystem. We seek leaders with proven success in driving revenue growth and strategic initiatives, who have a robust understanding of market trends and can effectively harness data and networks to propel business success. Qualified candidates who are driven to achieve tangible results in sales and growth are invited to apply.</p>		
Competencies		
Type	Description	Proficiency Level
Drivers Licenses	Code B;Motor vehicle licence	
Computer Literacy	MS Office	Advanced
	Power BI	Basic
Knowledge	Knowledge of the Credit and Risk Industries, including Bureaus	Intermediate
Behavioural Competencies	Accountability	Level 3
	Analytical Thinking	Level 3
	Attention to detail	Level 4

	Communication	Level 4
	Conflict Management	Level 2
	Consultation	Level 3
	Coordination	Level 3
	Customer/Member Service Orientation	Level 3
	Influence	Level 4
	Interpersonal and Relationship Building	Level 3
	Leadership	Level 3
	Negotiation	Level 3
	Planning and Organising	Level 3
	Proactive Problem Solving	Level 4
	Resilience and tenacity	Level 3
	Responsibility	Level 3
		Self-motivated
Strategic thinking		Level 3
Functional / Technical Competencies	Business Acumen	Level 4
	Financial Management	Level 1
	Data management	Level 4
	Knowledge management	Level 2
	Presentation	Level 4
	Project Management	Level 3
	Report writing	Level 4
	Research	Level 4
	Statistical Analysis	Level 4
	Understanding and application of legislation applicable to the credit industry	Level 3

APPLICATION PROCESS

Please submit your CV, a covering letter and the completed and signed consent form to Anestacia Burger at anestaciab@sacrra.org.za before or by COB on **21 February 2025**.

Please note only shortlisted candidates will be contacted.