

VACANCY



“Maritzburg College is not a school; it’s a way of life”

Maritzburg College is a public school for boys situated in the capital of KwaZulu-Natal, Pietermaritzburg, offering an exceptional educational environment that both challenges and accommodates the individual.

An opportunity exists to join this team at an executive level and be part of the success story of Maritzburg College.

THIS POST WILL BECOME AVAILABLE FROM **01 FEBRUARY 2021**

DIRECTOR OF COLLEGE BUSINESS

Reporting to the Headmaster and the Chairman of the Maritzburg College Board, the incumbent will oversee both the day-to-day and strategic operations of the College Business Division which broadly incorporates Marketing of the College Brand, Fundraising through various channels, Event Management and delivering on various SLA’s to our affiliate associations. The incumbent will be required to manage a growing team to ensure predetermined targets are achieved and activities are executed cost effectively and to the highest standards.

As a senior member of the College team, the incumbent will be required to represent College on various internal governance structures as well as externally to stakeholders, business and the community at large.

Work with multi-functional teams/associations to best effect

- Consistent brand message
- Financial sustainability

Develop and implement brand plans in support of the overall school strategy detailed through dynamic documentation, including:

- Fundraising and sponsorship
- Donor and beneficiary management and liaison.
- Develop a deep understanding of the “consumers” and stakeholders and monitor market and brand health trends (the basis for brand related decision making)
- Establishment and maintenance of the Corporate Identity
- To be the ultimate custodian of the College Database as a vital asset to the school & associated bodies
- Mentor and support the marketing manager and assistant managers

POSITION PURPOSE:

- To create strong brand equity by contributing to the strategic positioning of the brand and by manipulating elements of the brand’s marketing mix
- To ensure a unified front as a College brand with a shared message conveyed by all associated bodies
- Identify and deliver positive exposure opportunities for the brand through multi-functional teamwork
- To leverage the brand in order to create sustainable revenue streams

STRATEGIC THRUSTS INCLUDE:

- Reconnecting with “customers” and stakeholders
- Brand Focus
- Enterprise Culture
- Task horizon (strategic planning) is 1 – 5 years
- Ensure overall success of the College Business division both on quantitative & qualitative objectives
- Setting daily and weekly objectives for the team and ensuring results
- Effective communication to stakeholders internally and externally

KEY COMPETENCIES:

- Passion for Growth (of the brand and revenue)
- Seizing the future
- Strategic influence
- Team leadership
- Team commitment

PERSONAL PROFILE:

- Strong interpersonal skills with the ability to interact and network at all levels
- Proven ability to work at the highest level with large corporates and NGO funding organisations in RSA and internationally
- Demonstrate an ability to motivate and manage a diverse team
- Experience in funding organisations and the endowment concept.
- Good understanding of brands and marketing channels and Corporate Identity (CI)
- The ability to produce, present and achieve financial budgets
- Flexibility for both travel and working hours
- Passion
- Relevant commercial experience
- Relevant tertiary qualification and/or superb track record at a senior level within similar organisation/business – min 5 years

What we can offer:

- Competitive package and related benefits
- High level of job satisfaction in a rewarding environment
- The ability to contribute to a legacy that spans over 150 years and positively impacts of thousands of people and the community in Pietermaritzburg

Please send a comprehensive CV, proof of qualifications and the names of two references to:-

The HR Manager, Maritzburg College

PO Box 398, Pietermaritzburg, 3200, **Email: hr@mcollege.co.za**

Closing date for all applications: 18 September 2020

Should you not have heard from us by **30 September 2020**, please assume that your application has been unsuccessful and no further correspondence will be entered into.

Prospective employees are obliged to confirm (on an affidavit) that they have never been convicted of a sexual offence as well as provide a police clearance certificate.

Maritzburg College reserves the right not to make an appointment.

An application in itself does not entitle the applicant to an interview.

Directing potential since 1863
www.maritzburgcollege.co.za