



JOB ADVERTISEMENT

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Transformation! Change! Technology!

We are looking to recruit talented, innovative, dynamic and highly motivated individuals to fill in the following vacancies.

1. Head of Strategic Sourcing (RE-ADVERTISEMENT)

Reports to: General Manager Finance

Objectives of the Job

- To execute procurement plans that support key business objectives and help increase company profitability through greater value achieved through successful category management.
- To lead the strategic sourcing effort to ensure value-driven results.
- To lead the team to create efficiencies across all spend categories, to minimise supply risks with improved supplier relationship management, and give visibility to the company spend.
- Identify and address areas of operational and cost inefficiencies to increase profitability through optimisation.
- Provide leadership in the company's supplier relationship management programme and partner with key stakeholders to implement procurement processes and tools.

Qualification

- Bachelor's degree – preferably in Procurement, Supply Chain or equivalent.
- Masters' Degree will be an added advantage.

Experience

- 9 years experience, with 5 year's Strategic Sourcing experience preferably in a turn-around environment.
- Experience leading a strategic sourcing team essential
- Proven contract management and supplier relationship management experience required.
- Proven negotiation ability with demonstrable results.

Legal Certification/ Professional Membership

- Membership of a relevant professional body will be an added advantage but is not required.

2. Strategic Sourcing Manager – Commercial (RE-ADVERTISEMENT)

Reports to: Head of Strategic Sourcing

Objectives of the Job

- Lead the strategic sourcing effort for the Commercial spend category which includes but is not limited to Marketing, Consumer Sales, Service areas.
- Implement strategic sourcing by performing value-driven spend analysis, business needs analysis, and market research to determine the appropriate sourcing strategies for the spend category.
- Lead supplier negotiations, determine savings benchmarks, implement contract management and supplier relationship management programmes.
- Contribute to increased procurement value through improved efficiency, exceeding KPI's and achieving savings targets.
- Work closely with key business stakeholders to understand the business needs and execute procurement plans that support key business objectives.

Qualification

- Bachelor's degree – preferably in procurement, supply chain or equivalent.

Experience

- 5 years experience, preferably in a strategic sourcing role
- Proven contract management and supplier relationship management experience
- Proven negotiation ability with demonstrable results
- Excellent analytical and problem-solving abilities.

Kindly state the position that you are applying for as the subject.

For the roles of Head of Strategic Sourcing and Sourcing Manager - Commercial please complete self-assessment form attached in the job profile on the BTC website. Click on the URL above. Failure to complete the form will result in automatic disqualification.

Remuneration: The Company offers a competitive compensation package, commensurate with qualifications, skills and experience.

If you fit the bill, kindly send your application, latest CV and certified copies of certificates and Identity document (OMANG) to: recruitment@btc.bw, Attention: Head of HR Partnering & Rewards, Botswana Telecommunications Corporation, P.O Box 700 Gaborone, Botswana

NB: We respond to shortlisted candidates only.

CLOSING DATE: 18th May 2023

Kindly note that BTC will not receive hand delivered applications due to the on-going Covid 19 pandemic.

Legal Certification/ Professional Membership

- Membership of a relevant professional body will be an added advantage.

3. Business Demand Analyst

Reports to: Head of Technology Planning.

Objectives of the Job

- To manage the demand for network services arising from other BTC departments and coordinate a response on behalf of the Technology Division.
- To establish a contact strategy and act as a single point of contact between Technology Division and BTC User departments requiring network services.
- Coordinate the detailed design and planning of the solution and update the User department on progress.
- Pass details to the Accounts Receivables to ensure that transfer charging payments are made.

Qualification

- BSc/ BEng in Computing / Software Engineering/ Telecommunications Engineering, or Equivalent.

Experience

- 5 years' experience in Telecommunications Engineering/ICT environment.
- Business analysis experience is an added advantage.
- Proven contract management and supplier relationship management experience required.
- Proven negotiation ability with demonstrable results.

Legal Certification/ Professional Membership

- ERB compliant.

4. Business Analyst

Reports to: General Manager Enterprise Sales

Objectives of the Job

- To develop and manage the sales pay plan, sales target-setting and Enterprise Sales Division budget.
- To provide regular reporting of performance against budget with analysis and recommendations.
- To Maintain the CRM system/Sales Pipeline and audit the accuracy of data inputs from Relationship Managers, BTC Stores and Indirect Sales Agents.
- To review all sector-based business development opportunities.
- To produce estimates of the potential sales value of the business development opportunities.

Qualification

- Degree in Business Administration or equivalent.

Experience

- 5 years' experience in the development of sales targets and pay plans as well as in providing administrative support in a sales environment.
- Experience of using a CRM system is an added advantage.

Legal Certification/ Professional Membership

- Certified Business Analysis Professional
- Membership of a relevant professional body will be an added advantage