



VACANCY ADVICE
COMMERCIAL MANAGER
REF: CM-HS-MAR02

Grand Gaming Hotslots (Pty) Ltd is in the process of recruiting for a dynamic, influential and innovative individual with previous relevant experience to fill the role of Commercial Manager. This position reports to the General Manager: Grand Gaming Hotslots.

The incumbent is required to contribute to the revenue generation and business development strategies of the business, thereby ensuring maximisation of machine roll out and profitability, cost containment, machine efficiency and team leadership. Manage the development and implementation of the commercial strategy of the business, through effectively managing staff and networking with potential suppliers, customers and shareholders, whilst complying with relevant policies, procedures and gaming legislation in this highly regulated and competitive market.

RESPONSIBILITIES OF THE POSITION INCLUDE BUT ARE NOT LIMITED TO

- Acquire new customers and enhance and maintain current customer base
- Effectively network with potential suppliers, customers, shareholders, Gambling Board officials and other Stakeholders
- Understand and develop a commercial strategy in line with the business strategy, to include amongst others:
 - o Marketing, advertising and promotions
 - o Product management
 - o Revenue analysis
 - o Reporting
- Understand, develop and leverage relationships and support with other departments in the business
- Assist in the roll-out of the LPM network in the Gauteng
- Manage the departmental budget, ensure that the necessary approvals are received, and measures are put in place to achieve the budget
- Prepare and manage the revenue and expense budget for LPM's for the region
- Analyse the financial performance of site owner primary business and its impact on the LPM's
- Advise and consult with site owners to improve primary business to positively impact LPM's
- Effective time management to ensure all deadlines are met
- Ensure that the General Manager is informed at all times on relevant issues affecting the business and the organisation
- Develop a sound relationship with the Gambling Board and all relevant key Stakeholders
- Ensure compliance with the relevant policies, procedures, gaming and statutory law
- Deal with LPM site complaints and disputes in a professional and timeous manner
- Recruitment and staffing of the department
- Development, training and performance management of staff
- Monthly & quarterly reporting to General Manager and other relevant parties



QUALIFICATIONS, EXPERIENCE, SKILLS AND KNOWLEDGE REQUIRED

- Relevant 3-year tertiary education, i.e. sales, marketing, finance or similar
- Relevant management experience in sales / marketing or brand management / business advisory
- Experience in gaming, FMCG or liquor industry
- Excellent communication skills and the ability to communicate at all levels
- Strong influencing and negotiation skills
- Experience in managing a team
- Excellent report writing skills and proficiency in MS Word and MS Excel
- Excellent planning and organizational skills
- Proficiency in English is required, and a regional African language would be advantageous
- Ability to work effectively under pressure
- General ability:
 - To focus on results through customer focus, managing work, planning and organising.
 - To express potential through adaptability, initiating action, work standards, innovation and stress tolerance.
 - To interact effectively through communication, building customer loyalty and trust, managing conflict, negotiation and gaining commitment.
 - Achieve goals by contributing to team success, follow up, and facilitating change.

Interested parties should email a detailed CV to recruit@sunslots.co.za by close of business on Thursday, 15 March 2018, with the **REF:CODE** above as the subject line.

Sun Slots strives to be an equal opportunity company and preference will be given to candidates who meet our EE requirements