

INTERNAL ADVERTISEMENT

A vacancy exists for a Branch Manager in Cape Town.

The purpose of the position is to provide leadership to the branch and its staff by overseeing the branch offices, managing the sales and customer relations, installations, maintenance, regional staff and budgets to ensure that the network is optimized and the region is profitable.

The responsibilities of the position include but not limited to:

- Evaluate and manage strategic risks and responsibilities
- Drive profitability while managing risk vs reward and cost vs benefit
- Increase the overall productivity of the branch by streamlining processes, eliminating inefficiencies and capturing growth opportunities
- Maintain fruitful relationships with current customers, key accounts, CIT Providers, Banks and establish good relationship with new clients
- Work closely with the Sales Executive and Sales Representatives in region to develop and oversee sales and marketing strategies
- Ensure that any in region issues pertaining to clients/key accounts/banking are managed to resolution
- Manage daily operations ensuring that all ATMs are optimized
- Being responsible for the budgets and costs of the Branch
- People Management
 - Responsible for the full team which includes dispatchers, technicians, sales, customer relationship and repair centre
 - Managing staff performance and ensuring adherence to KPIs with regular minutes taken of all weekly/monthly meetings
- Ongoing reporting and communicating to head office
- Attending regular meetings with both internal and external customers and suppliers
- Risk Management
 - Ensuring both our staff and our ATMs are always safe
- Executing and managing specific projects as and when required

In order to be considered for the position, the following requirements must be met:

- Matric
- Finance for Non-Financial Managers qualification would be an advantage
- Management Development Programme would be an advantage
- MS Office package (intermediate level, especially Excel)
- BCom Degree or Management Qualification
- More than 8 years' experience in operations management
- More than 8 years' experience in managing staff

Technical Competencies:

- Commercial Skills
- Leadership Skills
- Logistical Skills
- People/Client Orientation
- Sales Aptitude
- Technical Aptitude
- Financial Acumen

Behavioral Competencies:

- Planning & Organising
- Communication & Impact
- Customer Focus
- Problem-solving
- Initiating Action
- Building a Successful Team
- Coaching & Developing Others
- Results Orientation
- Adaptability
- Engagement Readiness
- Leadership Disposition