

  
**BUSINESS DEVELOPMENT MANAGER  
VACANCY  
TECHNOLOGY DIVISION  
(Cape Town)**

**Tellumat (Pty) Limited**, a leader in business delivering competitive technology solutions to the Communications, Defence and Contract Manufacturing markets worldwide, requires a **Business Development Manager** for the **Technology Division**.

**Minimum Requirements:**

- Tertiary Qualification in Engineering
- Prior Experience in a Senior Management Environment

**Recommended competencies/skills:**

- Tertiary Qualification in Business Development will be an advantage
- Project Management in a Defence and/or Commercial environment will be an advantage
- Exposure to ISO processes would be an advantage
- Product Development experience in a Commercial and/or Defence environment
- Ability to influence and challenge business issues at senior level, internally and externally
- Ability to work autonomously within an environment characterized by rapid change
- Ability to be proactive with sound organisational skills
- Attention to detail
- Ability to negotiate deals with suppliers and customers
- Experience and able to travel throughout Africa and other Countries

**Key responsibilities include *inter alia*:**

- Business Development, Marketing, Sales, Bidding, Tender Applications
- Management and estimation of cost, time and resources required
- Establishment of effective relations with internal and external stakeholders

Should you meet the requirements and wish to be considered an applicant for this position, please email a comprehensive CV to Anthea Kiewitz at [akiewitz@tellumat.com](mailto:akiewitz@tellumat.com) or fax to (021) 710 2189 by no later than **26<sup>th</sup> September 2008**.

**Employment Equity will be considered when making the appointment.**

