

DIVISIONAL MANAGER: INDUSTRIAL (Gauteng)

Bosch Projects, a member of the multi-disciplinary Bosch Holdings group of companies, founded in 1961, has an opportunity for a Divisional Manager: Industrial. This position will be based in the Johannesburg Office and report directly to the Regional Director.

The Industrial Division undertakes industrial and building services projects for both the public and private sector. Typical projects include multi-disciplinary engineering in the industrial sector and process plant projects.

Key responsibilities will include:

- Developing, in consultation with the Regional Director, and Sector Director, a marketing and growth plan for the Division, in line with the overall regional budgets and strategic growth targets
- Managing the bidding, negotiation and marketing processes in accordance with Bosch Projects' ISO 9001:2008 accredited Quality Management System, to secure the annual regional divisional turnover budget on a sustainable basis
- Developing and executing annual business plans for the Division including marketing, forecasting performance, accurate budgeting, preparation of outlook and identify and act upon trends/data/results to keep performance on track. Delivery of the annual plan;
- Coordinating and optimizing divisional resource utilization to ensure that divisional profit targets are met
- Ensuring that all the Division's projects are undertaken in accordance with the Quality Management System
- Ensuring that all applicable divisional engineering and technical standards are met
- Managing and coordinating all financial aspects of divisional projects, including invoicing, forecasting and debtor control
- Assisting the Regional Director and Sector Directors in planning resource requirements, and in recruiting suitable candidates.

The ideal Candidate should:

- Have a BSc / BEng Engineering degree in mechanical or chemical engineering or appropriate / similar qualification
- Be registered as a Professional Engineer with ECSA
- Have a minimum of 15 years' appropriate post qualification experience in the consulting engineering sector with particular experience in industrial plants
- Possess a detailed understanding of engineering activities required for consulting, engineering services, EPCM and EPC contracts
- Possess a broad understanding of, and have interacted with other design engineering disciplines, i.e., Process, Civil/Structural, Instrumentation, and Electrical
- Have strong leadership and management skills in managing project teams
- Be competent in managing all commercial and financial aspects of projects, including terms of appointment, fees and invoicing/forecasting, WIP, project profitability, and debtor control

- Be experienced in the compilation and submission of tenders and proposals for procuring consulting engineering work
- Be skilled in networking with potential clients / business partners in both the private and public sectors to secure work outside conventional tender processes
- Have personal attributes aligned with the Bosch Way (Values and Culture)
- Be capable of functioning independently and as part of a project team

Bosch Holdings embraces diversity and is an equal opportunity employer

Applications, together with details of contactable references and supporting documents should be forwarded to Thuli Mahlinza;

Email: bmscareers@boschholdings.co.za

Closing date: 11 December 2018

Only short-listed candidates will be contacted. Should you not receive any communication after 2 weeks of closing date, kindly consider your application as unsuccessful.