TSHWANE AUTOMOTIVE
SPECIAL ECONOMIC ZONE
AFRICA'S FIRST AUTOMOTIVE CITY

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RE-ADVERTISEMENT

EXECUTIVE MANAGER: BUSINESS DEVELOPMENT (E1)

5-YEAR FIXED-TERM CONTRACT (R 2 603 014.33 – CTC P.A)

JOB PURPOSE

To provide strategic leadership for investment attraction, enterprise and supplier development, and strategic partnerships to strengthen the automotive ecosystem within TASEZ. The role positions TASEZ as a competitive investment destination, facilitates domestic and foreign investment, and enables participation of local enterprises in automotive value chains to drive inclusive growth and job creation.

The role has a strong external focus, representing TASEZ in engagements with government, investors, and industry stakeholders, including supporting and leading shareholder-driven initiatives. It requires the ability to operate effectively at executive level in high-level forums, ensuring alignment with broader economic priorities and maintaining stakeholder confidence.

KEY PERFORMANCE AREAS

Strategic Business Development and Investment Promotion: To provide executive leadership in shaping and driving the investment strategy, positioning TASEZ as a competitive and sustainable investment destination aligned to national and sector priorities. **Investor Facilitation and Relationship Management:** To ensure strategic oversight of investor onboarding, retention, and expansion, maintaining strong investor confidence and long-term value creation. **Enterprise and Supplier Development:** To provide strategic direction for enterprise development, enabling integration of local suppliers into value chains and advancing inclusive industrialisation. **Skills Development and Industry Capacity Building:** To provide strategic oversight of skills development initiatives aligned to industry demand and long-term workforce sustainability. **Strategic Partnerships and Stakeholder Engagement:** To build, manage, and leverage strategic relationships with government, investors, industry bodies, and partners to support investment attraction, project implementation, and the long-term positioning and sustainability of TASEZ. **Programme Management and Performance Oversight:** Ensure the effective planning, execution and monitoring of business development programmes in line with the Annual Performance Plan (APP) and strategic objectives. **Internal Cross-Functional Integration:** To ensure effective coordination, alignment, and collaboration between Business Development and all internal divisions (Infrastructure, Finance, Operations, Legal, SCM, and M&E) to enable seamless investment facilitation, project readiness, and delivery of integrated SEZ outcomes. **Leadership and Business Development Team Management:** Lead and direct the performance of the Business Development division. **Drive revenue generation and commercialisation initiatives:** Manage the investment pipeline and commercial revenue targets.

QUALIFICATIONS & EXPERIENCE

Qualification :

- Bachelor's Degree (NQF Level 7) in Marketing/ Business Management/ Engineering/ Economics/ Built Environment or any other related field.
- A Postgraduate qualification (NQF Level 8) in a related field will be an added advantage.
- A master's degree (MBA, MCom, or equivalent) (NQF 9) in Business Administration, Economics, Development Studies, or Investment Promotion will be considered a strong advantage.

Experience Required:

- 10 years relevant experience in business development, investment promotion, economic development, or commercial strategy.
- At least 7 years in in a senior management or executive leadership role.
- Experience in industrial zones, Special Economic Zones (SEZs) or Industrial Development Zones (IDZs) and Automotive or manufacturing sector
- Experience in Stakeholder engagement with government, industry, funding institutions and investors

Technical and Behavioural Competencies:

TECHNICAL	BEHAVIOURAL
Investment Promotion and Investor Facilitation and Deal Making	**Strategic Thinking/ Leadership and Influence**
Strategic Business Development	**Relationship Building and Influence**
Market Research and Industry Analysis	**Negotiation and Persuasion**
Stakeholder and Partnership Management	**Innovation and Opportunity Orientation**
Commercial, Investment Negotiation and deal making	**Results Orientation**

Economic Development and Policy Understanding	**Problem Solving and Decision-Making**
Project and Programme management and Project Oversight	**Collaboration and Cross-Functional Integration**
Financial and Commercial Acumen	**Adaptability and Resilience**
Governance and Compliance	**Ethical Leadership and Integrity**

Application Process

Qualifying candidates are encouraged to send their CVs, covering letter and copies of qualifications and ID, and three contactable references to recruitment@tasez.co.za.

Closing Date

The closing date for the application is **18 August 2026**. Should you not receive any formal feedback from TASEZ within 30 days, kindly accept your application as unsuccessful.

TASEZ is an equal opportunity employer. In accordance with the Employment Equity Act and organisation-wide employment equity plan, preference will be given to suitable qualified candidates from designated groups and People Living with Disabilities.

Applicants who have previously applied are encouraged to re-apply.