



Title: Business Growth Manager

Location: Cape town

Job Type: Full-Time

Purpose of the role

We are seeking a dynamic and analytical Business Growth Manager to join our team. This role is pivotal in driving our commercial strategy, focusing on pricing and commercial analytics. The ideal candidate will have a strong background in statistics or business, with a keen eye for detail and a passion for data-driven decision-making.

Key Responsibilities

- **Pricing Strategy:** Develop and implement pricing strategies to maximize profitability and market share.
- **Commercial Analytics:** Analyze market trends, competitor pricing, and customer behavior to inform pricing decisions.
- **Business Development:** Identify and pursue new business opportunities to drive growth and expand market presence.
- **Data Analysis:** Utilize statistical methods and business analytics to interpret complex data sets and provide actionable insights.
- **Reporting:** Prepare and present detailed reports on pricing performance, market trends, and business development activities.
- **Collaboration:** Work closely with sales, marketing, and finance teams to align pricing strategies with overall business objectives.
- **Continuous Improvement:** Stay updated with industry trends and continuously seek ways to improve pricing models and business development strategies.

Qualifications

- **Education:** Bachelor's degree in Statistics, Business, Economics, or a related field. A Master's degree is a plus.
- **Experience:** Minimum of 5 years of experience in pricing, commercial analytics, or business development.

Skills

- Strong analytical and quantitative skills.
- Proficiency incl. statistical software and business analytics tools.
- Excellent communication and presentation skills.
- Ability to work collaboratively in a team environment.
- Strong problem-solving skills and attention to detail

Personal Attributes

- **Analytical Thinker:** Ability to analyze complex data and make data-driven decisions.
- **Innovative:** Always looking for new ways to improve processes and strategies.
- **Detail-Oriented:** Meticulous attention to detail in all aspects of work.
- **Team Player:** Works well with others and contributes to a positive team environment.



Global e-Talent

Why join Us

- **Impact:** Play a key role in shaping our pricing strategy and driving business growth.
- **Growth:** Opportunities for professional development and career advancement.
- **Culture:** Be part of a collaborative and innovative team.

