



PREVIOUSLY TALENTAFRICA

SSK

Sentraal-Suid Co-operative Ltd (SSK), with its head office located in Swellendam, was founded in 1931 and has been serving its loyal members as a co-operative for the past 90 years. The business currently operates in the Western and Southern Cape as well as in the Garden Route, Langkloof and Karoo. SSK strives to ensure the prosperity and survival of the organisation and its members by continuously promoting and pursuing growth and diversification, whilst maintaining stability. For more information go to www.ssk.co.za

Signium Africa has been exclusively retained to advise on appointing a results driven, ethical, assertive and decisive individual with proven leadership skills to the following key position:

CHIEF OPERATING OFFICER: COMMERCIAL

Reporting to the Chief Executive Officer, the Chief Operating Officer: Commercial is primarily responsible for ensuring a sustained profitable performance of the business units entrusted to him/her within the SSK Group, ensuring a growing and dominant market share for all its operations in and outside the traditional service area. The business units include:

- Retail
- Mechanisation
- Animal Feed Production
- Technifarm (subsidiary company)
- Hessequa Abattoir (subsidiary company)
- SSK Petro Retail (subsidiary company)

The Chief Operating Officer: Commercial will determine the overall operational strategy of the business units to contribute towards sustained profitable growth within the SSK Group, as well as implement these strategies with appropriate operational and risk management plans.

Key responsibilities:

- The development, recommendation and implementation of the business units' strategy and vision.
- The development and implementation of annual business plans and budgets for said business units.
- The establishment and implementation of corporate policies and procedures.
- Providing a leadership role in implementing an effective succession strategy for senior management.

- Ensuring long-term sustainability by focusing on business confidence, brand, leadership, competence, financial management, social responsibility and needs of members, customers and employees in accordance with each other.
- Creating sustainable value for all stakeholders.
- To embody the SSK culture and create an enabling environment for employees.

Minimum Requirements:

- An appropriate tertiary qualification, with focus on general management or finance.
- A post-graduate business qualification pertaining to leadership will be advantageous.
- Proven experience in agricultural retail and agricultural mechanisation is required.
- A proven record and experience in management within a profitable, diversified, complex and decentralised business similar in size to SSK.
- Proven experience in year-on-year profit growth within a business similar in size to SSK as well as managing the profit and loss (P & L) of a division.
- Proven success (with references and examples) and track record of growing business/identifying business opportunities within an Agriculture environment.
- Entrenched experience in the management of members as well as the management of complex relationships both within and outside the organisation.
- Strong commercial exposure in a variety of organisations and industries.
- General business management experience.
- Must be able to service the existing clientele but also be open to develop future markets for the growth of the organisation.
- Must be bilingual in English and Afrikaans.

Suitable candidates are invited to e-mail a detailed CV to karien.boshoff@signium.co.za by close of business on Sunday 17 July 2022. Enquiries may be directed to Ms Annelize van Rensburg on 011 771 4800. Regrettably late applicants cannot be considered.