



BUSINESS DEVELOPMENT ANALYST

Status: Permanent

Location: Pretoria Office

Grade: D3

Reporting Line: SM: Business Development & Commercialisation

Role Mandate

To identify and manage new strategic partnerships to contribute to SAFCOL growth objective. Manage business processes relating to business development and ensure effective execution of projects following from the strategic decision, business improvement scenarios, new projects and overall SAFCOL growth initiatives (medium, large scale and related projects). Lead the analysis and reporting on the local and international commodity markets particularly key commodities relevant to forestry and timber.

Key Accountabilities

- Identify and analyse new business opportunities and industry trends.
- Conduct feasibility studies and present business cases for approval.
- Develop a pipeline of opportunities and ensure that it is updated on a regular basis.
- Develop and implement medium- and long-term strategic plans.
- Align business development strategies with revenue growth targets.
- Monitor industry developments and operational improvement requirements.
- Oversee identification, assessment, and formalisation of strategic partnerships.
- Support the end-to-end opportunity lifecycle by sourcing targets, performing due diligence, and developing term sheets and other applicable agreements.
- Develop financial models to demonstrate the return on investment of partnerships, including revenue synergies, and cost implications.
- Support market expansion through acquisitions and partnerships.
- Build and maintain long-term partner relationships.
- Represent SAFCOL at relevant industry events.
- Oversee partnership project lifecycles and related documentation.
- Collaborate with Supply Chain on sourcing of strategic partners.
- Negotiate partnership terms within applicable internal policies and other legal frameworks.
- Conduct quantitative and qualitative analysis of market trends, total addressable market (TAM), and competitive landscapes.
- Monitor and analyse global and domestic commodity markets.
- Provide insights into market drivers impacting SAFCOL.
- Analyse and report timber-related statistics.
- Monitor industry trends, regulatory changes, and competitor movements to identify potential risks and opportunities for SAFCOL.
- Develop market intelligence capabilities to support growth initiatives.
- Conduct market research in collaboration with Sales and Marketing.
- Forecast financial requirements for strategic partnerships.
- Act as a liaison between the Business Development and Commercialisation unit and Finance for budgeting and forecasting.
- Provide information to auditors as required.
- Support SAFCOL's clean administrative audit outcomes.
- Identify and update strategic and operational risks.
- Monitor and report partnership-related risks and mitigation measures.
- Oversee centralised business development reporting.
- Monitor SAFCOL's exposure to economic risks and advise mitigation strategies.
- Provide continuous feedback to all the relevant stakeholders on progress related to SAFCOL's strategic partners.
- Contribute to internal reporting and liaison with the shareholder ministry.
- Manage and liaise with both internal and strategic stakeholders on key market trends relating to forestry and timber.
- Oversee centralised and standardised reporting for all commodity related information within SAFCOL.
- Establish and manage relationship with key publishers of economic and commodity research, i.e. BER, Crickmay, public universities, etc.
- Facilitate work sessions with internal stakeholders to present commodity trends.

Minimum Requirements (Qualification/Experience)

- A Bachelor's degree (NQF Level 7) in one of the following fields:
 - Business Administration
 - Economics
 - Finance
 - Marketing
 - Commerce or a related discipline
- A post graduate qualification in Business Management / Commerce or relevant (NQF level 8) qualification
- A minimum of 5 - 8 years' experience in business development, inclusive of identifying and managing strategic partnerships
- Valid driver's licence

Leadership Competencies

- Strategic Thinking
- Developing Others
- Driving Change
- Commercial Insight
- Self-Awareness
- Leading Others

Behavioural Competencies

- Planning & Organising
- Communication
- Risk Management
- Coaching & Mentoring
- Negotiation/Influencing
- Stakeholder Management

Technical Competencies

- Business Planning
- Innovation
- Project Management
- Business Development
- Economic Analysis

SAFCOL Group is an equal opportunity company with the focus on gender equality and people with disabilities.

Employment Equity will be taken into consideration in terms of all appointments within SAFCOL

By submitting your CV to SAFCOL, you hereby give permission to circulate your information to the interview panel members for this vacancy only. Your information will not be used for any other position/purpose and will be disregarded after an offer has been made.

Interested qualified individuals can e-mail a concise CV with relevant copies of qualifications in confidence to:
Ms. Sandra van der Walt, Human Capital Practitioner, sandrarecruitment@safcol.co.za, contact number 082 079 1092

Closing date: 19 May 2026

If you not have received a response within 30 days of the closing date, please consider your application unsuccessful