

KLK Landbou

KLK is a diversified business with several business units. The business is made up of 19 trading and four Build it building franchises, KLK Petroleum which distributes wholesale BP fuel, gas and lubricants in bulk in the Northern Cape, a meat trade that includes two abattoirs and a 4500 standing capacity sheep feedlot as well as the processing and export of dorper skins and the processing of cattle hides. In addition, Carpe Diem Raisins is an established brand name in the international raisin market. Carpe Diem buys, processes and packages raisin products along the Orange River region and export mainly in Europe and America.

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:

MANAGING DIRECTOR

The position is a 5-year contract that is renewable or negotiable.

Reporting to the Board of Directors, the Managing Director is responsible for the strategic long-term positioning of the KLK Group and the development of a strategy for growth and profitability of the KLK Group as a whole and the support of the business units.

Key responsibilities:

- Successful and effective implementation and management of the approved strategic plan within agreed time frame and/or objectives.
- Execution and maintenance of a business plan that will improve sustainable profitability for the benefit of the shareholders and all stakeholders.
- Investigate corporate actions, opportunities and growth.
- Inspirational leadership, strategic decision-making and the improvement and promotion of operational excellence within the KLK Group.
- Excellent corporate governance and operational efficiency.
- Effective maintenance of corporate governance, statutory and regulatory requirements and compliance.
- Establish and maintain good relationships with industry players, customers, suppliers, producers and internal interest groups.
- Profit and loss responsibility as well as strict control over the budget plan and control of risks.
- Development, application and maintenance of strict financial controls and discipline within the structure and policy of delegated authority mandate.
- Delivery of positive cash flow and effective utilisation of financing mechanisms.
- Maintaining a high degree of customer and shareholder confidence and building the image of KLK and its subsidiaries.
- Building and developing an effective management and leadership team.
- Consistent innovation of the agri trading model and appropriate business models within KLK.
- Maintenance of the performance culture and delivery of outstanding service to producers and various interest groups.

Minimum requirements:

- Tertiary qualification in business management with 8 – 10 years' experience at top management and board level.
- Proven career history in various leadership as well as strategic and decision-making positions at corporate and operational level in an agri business environment.
- Proven experience and ability in agribusiness and financial management experience.
- Insight, interpretation and reporting on management and financial results.
- Experience in agri business and financial management.
- Proven career of profitable management acumen in a variety of industries demonstrating thorough, reasoned knowledge, expertise, logic and accuracy.
- Senior management experience within a diversified company, ideally within the agri industry.

Personal profile/characteristics.

- Strong leadership qualities with a holistic and innovative approach.
- A reputation for integrity, consistency, honesty, creditworthiness, expertise and accuracy.
- Ability to formulate strategies and concepts.
- Effective communication, interpersonal and negotiation skills.
- Demonstrates pure and logical thinking.
- Strong operational efficiency with disciplined process and business focus.
- Energetic and performance driven – an individual who understands key business drivers and indicators.
- Effective relationship management and collaboration skills.
- High level of emotional intelligence.
- Motivating and inspiring – ability to inspire others with an in-depth knowledge of what motivates people.
- Demonstrate technical skills and ability to consistently present innovative ideas in the marketplace while providing quality customer service.
- Effective in multi-tasking and the ability to function well in situations that require diversity and well thought out decision making.
- Ability to carry out and maintain KLK's image and values.

Suitable candidates are invited to e-mail a detailed CV to karien.boshoff@signium.co.za by close of business on Monday 27 February 2023. Enquiries may be directed to Annelize van Rensburg on 011 771 4800. Regrettably late applicants cannot be considered.