



BUSINESSBOTSWANA

## EXTERNAL VACANCY ADVERT

### LEAD BUSINESS ADVISORY

Business Botswana is a leading organization dedicated to promoting business growth, economic development, and entrepreneurship in Botswana. We strive to provide strategic guidance and support to businesses, organizations, and entrepreneurs across various sectors.

**REPORTING:** Head - Capacity Building & Business Advisory **LOCATION:** Head Office, Gaborone

**JOB SUMMARY:** As the Lead Business Advisory at Business Botswana, you will play a pivotal role in providing strategic guidance and expertise to our diverse clientele. You will offer professional advice and support on business operations, strategic consulting, financial advisory, market access and growth, as well as client relationship management. Your insights and recommendations will empower businesses to optimize their performance, navigate challenges, and achieve sustainable growth.

#### KEY RESPONSIBILITIES:

1. Provide strategic advice on market analysis, competitive positioning, growth strategies, and operational efficiency.
2. Offer financial planning, budgeting, forecasting, investment analysis, and risk management services to enhance client profitability and sustainability.
3. Identify new business opportunities, expand the client base, and foster long-term client relationships.
4. Build strong client relationships, understand their needs, and deliver value-added services.
5. Stay updated on industry trends, regulatory changes, and emerging technologies relevant to clients' businesses.
6. Conduct SWOT analysis, financial modelling, and performance benchmarking to identify business improvement opportunities.
7. Assist clients in developing strategic plans and growth strategies aligned with their objectives.
8. Support clients through periods of change, transformation, or restructuring.
9. Deliver high-quality advisory services through effective project management and collaboration with cross-functional teams.
10. Demonstrate thought leadership through publications, presentations, and industry participation.

#### QUALIFICATIONS AND SKILLS:

- Bachelor's degree in Business Administration, Finance, Economics, or related field.
- A minimum of 5 years of working experience
- Experience working with international development partners in business advisory and consulting.
- Strong analytical skills with proficiency in financial analysis and business modelling.
- Excellent communication, presentation, and interpersonal skills.
- Ability to manage multiple projects and stakeholders effectively.
- Strategic thinker with a track record of delivering innovative solutions.

**How to Apply:** Interested candidates should submit a resume and cover letter outlining their qualifications and relevant experience to [recruitment@bb.org.bw](mailto:recruitment@bb.org.bw) Please include **"Lead Business Advisory"** in the subject line of your email.

**Application Deadline: 2nd August 2024**

Applicants who do not receive any response within 2 weeks from closing date should consider their applications unsuccessful.