



Role Description

Expression of Interest

Role title	Business Manager (Africa)	EOI reference number	SDE02/07
Status	Temporary - Up to 12 months	Closing date	29 January 2007
Unit	Overseas Market Development Group	Contact	Glen Nunn
Division	Trade and International Operations	Telephone	07 3224 4254
Location	Brisbane	Apply via email	Glen.Nunn@sd.qld.gov.au
Classification	AO8	If unable to apply via email, your application should be posted or delivered	Level 19 111 George Street Brisbane
Salary	\$3,185.90 - \$3,369.50 (per fortnight)		(If post or deliver, please provide original plus 2 copies)

Your opportunity

This is your opportunity to develop and manage key partnerships and networks with markets in sub-Saharan Africa to identify trade opportunities that will enable the Queensland Government and organisations to expand their business in the these markets.

Your key accountabilities

- Develop and maintain high level working relationships with relevant government, industry allies and companies in the markets of sub-Saharan Africa, aiming at identifying major trade opportunities.
- Represent the Department in discussions and negotiations with strategic partners.
- Provide expert advice to the Director of the Overseas Market Development group and key stakeholders on strategic trade directions that support Queensland exporters in sub-Saharan Africa, particularly South Africa and Botswana; and research and prepare policy papers, briefs and reports regarding opportunities and issues for Queensland's exporters in these markets.
- Lead and manage project teams to increase the export of Queensland goods and services to sub-Saharan Africa. (Please note that this position will be responsible for business development with the countries of sub-Saharan Africa only, with the Director, Business Development – Middle East and North Africa responsible for the North African countries of Egypt, Sudan, Libya, Tunisia, Algeria, Morocco, Western Sahara and Mauritania.)

Are you the right person for the job?

You will be assessed on the basis of relevant capability and capacity for the following which should directly link to the "Key Accountabilities" for the role:

- Project management tied to international business
- Strategic thinking
- Achieves results
- Cultivates productive working relationships

Interested?

Please provide the following information for the panel to assess your suitability:

- A two-page statement, including examples, outlining your suitability for this position referring to the points listed under "Are You the Right Person for the Job?", which should directly link to the "Key Accountabilities" for the role:
- Your current resumé, including 2 referees from the past 2 years, with a thorough knowledge of your work performance and conduct. Please ensure that one of the referees is your current or immediate past supervisor.