

The South African Weather Service (SAWS) is a Section 3(a) public entity under the Ministry of Environment, Forestry and Fisheries (DEFF) and is governed by a Board. The organisation is an authoritative voice for weather and climate related services in South Africa and is a member of the World Meteorological Organisation (WMO) to fulfil a range of international obligations of the government. South African Weather Service (SAWS) strives to be a Weather and Climate Centre of Excellence providing innovative solutions to ensure a weather-smart region, sustainable development and economic growth.

The South African Weather Service (SAWS) is therefore seeking to appoint an efficient and enthusiastic person to undertake the role of:

Business Development Manager

Paterson Grade: D2

TCTC Salary range: R672 056 - R921 802

(Ref.WS01/032026)

Centre: Centurion

Business development strategy

- Support the Senior Manager: Commercial in implementing the SAWS Commercial Strategy.
- Identify and pursue business opportunities in existing and new markets, aligned to organisational goals.
- Contribute to the development of revenue growth plans, pricing strategies, and cost-recovery models.
- Assist in the preparation, setting, and monitoring of revenue and sales targets for business units, aligned with departmental and organisational objectives.
- Support the operationalisation of business plans, including monitoring performance against sales/revenue targets and providing insights for adjustments as required.
- Assist in the preparation of departmental budgets and resource plans.
- Provide insights and recommendations for optimizing growth strategies.

Business development and client engagement

- Prepare and support delivery of value propositions, proposals, presentations, and pitches.
- Engage with potential clients and support the identification of new business opportunities.
- Strengthen existing client relationships in collaboration with the Key Accounts Department.
- Facilitate internal coordination with product development, legal, and finance teams to ensure timely delivery of solutions.
- Support account management processes for new and existing clients.

Stakeholder liaison

- Liaise with commercial partners, vendors, and internal stakeholders to ensure effective product/service delivery.
- Support the development of strategic partnerships and maintain long-term client relationships.
- Provide the Senior Manager with insights on market trends, client requirements, and competitive activity.
- Represent SAWS at industry events, conferences, and client engagements as required.

Administration and Operational Support

- Maintain accurate records of business development activities, proposals, and client engagement.
- Support preparation of tenders, contracts, and relevant commercial documentation in collaboration with Legal and Finance.
- Review contracts, agreements, and commercial documentation to ensure accuracy, completeness, and compliance, and liaise with Legal for vetting and approval as required.
- Assist in tracking departmental expenditure against budgets.
- Ensure that CRM systems and reporting tools are up to date and support decision-making processes.

Departmental Support and Governance

- Provide support to the Senior Manager: Commercial in reporting to internal committees, including the Commercial Committee, the Management Committee (MANCO), the Executive Committee (EXCO), the Strategic Programmes Committee (SPC), the Audit and Risk Committee (ARC), and the SAWS Board.

- Support the identification, assessment, and mitigation of commercial and operational risks within the Commercial Unit, and assist to develop and implement risk management plans.
- Assist in the development and implementation of departmental policies and procedures to ensure compliance and good governance.
- Contribute to business continuity planning and ensure operational readiness of the Commercial Department.

Client Service and Support

- Support new client onboarding programs and engagement sessions.
- Assist in developing and managing customer feedback systems.
- Participate in resolving escalated client queries.
- Provide support in pricing processes and commercial negotiations.

Minimum Requirements and Attributes:

- A Degree in Marketing or a relevant field (eg. Business Management, Commerce, Economics, Finance or Public Administration)
- A relevant Postgraduate qualification would be an added advantage
- At least 5 years relevant experience
- Experience in working with relevant digital technologies (eg. CRM systems, reporting tools, financial tracking systems) is key for data-driven decision making and performance monitoring
- Experience in customer relations management
- Proven track record in working with successful cross-functional teams
- Experience in Public Sector would be an added advantage

Please Note:

Enquiries for the above-mentioned positions must be directed to: Mr. Denny Maluleke, at Tel. (012) 367 6091.

Register as user on our website using this link: <https://www.weathersa.co.za/home/vacancies> to apply for the above position and upload your (Comprehensive CV with certified copies of qualifications).

Closing Date: 20 March 2026

Note: Recruitment Agency applicant submissions will not be considered

Preference will be given to People living with disabilities in line with SAWS EE targets. **This is an Employment Equity position, and preference will be given to Coloured and Indian males, as well as African, Indian, and Coloured females.** Correspondence will be limited to short listed candidates only. Candidates who have not been contacted within 3 months after the closing date of this advertisement, please accept that your application was unsuccessful. The organisation reserves the right not to fill this position. The South African Weather Service is an equal opportunity employer.



Record Reference	HCM-ADVERT-BUSINESS2026
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