



LEAD. TRANSFORM. DRIVE!

MANAGING DIRECTOR

Our client, **Lusaka South Multi-Facility Economic Zone Limited**, a member of the **Industrial Development Corporation Group of Companies** seeks to employ a competent and qualified **Managing Director**.

Main Purpose of Job:

Act on behalf of the Board of Directors to develop and successfully implement the corporate strategy of Lusaka South Multi-Economic Facility Zone (LSMFEZ). Provide strategic direction, oversight and leadership of the company with the responsibility for the mandate, performance and management of LSMFEZ to maximise shareholder value and observing obligations to all its stakeholders.

Main duties and responsibilities:

- Strategy formulation and implementation to ensure long term viability and sustainability of the LSMFEZ;
- Identification of strategic partnerships/linkages on existing and new sustainable partnerships;
- Performance management and attainment of set objectives;
- Driving growth in the Zone through prudent practices and management;
- Enhancement of operational efficiency to support LSMFEZ' strategy;
- Effective marketing and public relations strategy to promote the company both at local and international platforms.
- Management and engagement with key stakeholders;
- Adherence to and enhancement of the risk, compliance and governance framework; and
- Effective resource mobilisation and prudent resource utilisation and budgeting.

Key Result Area	Principle Accountabilities
Corporate Strategy, Policy Formulation, And Implementation	<ul style="list-style-type: none"> • Provide leadership in the development of Corporate Strategy with the Board and; • Provide strategic guidance on the implementation of the strategy plan and vision for the company to generate satisfactory levels of shareowner value and positive, reciprocal relations with stakeholders.
Corporate Governance	<ul style="list-style-type: none"> • Provide leadership to ensure that Corporate Governance Framework and best practices which promote, and advocate transparency, accountability, and responsibility are effective and; • Provide leadership to ensure that Board members are kept abreast of current issues, opportunities, and potential risks in the Zone.
Strategic Relations and Partnerships	<ul style="list-style-type: none"> • Provide leadership to ensure that effective partnering with credible institutional investors and institutions and; • Establish and maintain effective formal and informal links with major customers, relevant government departments and agencies, local authorities, key decision makers and other stakeholders generally to exchange information and views and to ensure that company is providing appropriate range and quality of services.
Financial Management and Liquidity	<ul style="list-style-type: none"> • Evaluate LSMFEZ budget plans including strategies against objectives/policies submitted by subordinates from all departments, providing guidance/advice and ensuring that submissions are realistic and attainable and thereafter presents the budget to the Board for approval within agreed timeframe; • Ensure acquired financial resources are optimally utilised and favourable company liquidity position is sustained.



Key Result Area	Principle Accountabilities
Risk Management and Compliance	<ul style="list-style-type: none"> • Superintend to ensure that a strong Risk, Compliance and Governance Framework is embedded across all functions in LSMFEZ; • Develop and direct the implementation of policies and procedures to ensure that the company complies with all health and other statutory regulations; • Ensure policies, systems and procedures are institutionalise to foster overall running of company within approved strategic plan and budget; • Embed a monitoring and evaluation system; and • Ensure that Legal environmental and tax obligations are complied with in accordance with statutory and regulatory authorities' requirement
Resource Management	<ul style="list-style-type: none"> • Direct and control the work and resources of the Company and ensure the recruitment and retention of the required numbers and types of well-motivated, trained and developed staff for achievement of its mission and objectives; and • Ensure that necessary resources are marshalled to finance, equip and run the planned operations and capital projects.
Research and Development	<ul style="list-style-type: none"> • Maintain research and development programmes to ensure that the company remains at the forefront of its sector; and • Apply the most cost-effective methods and approaches in order to provide a wide range of quality services
Marketing, Public Relations and Customer Service	<ul style="list-style-type: none"> • Develop and maintain an effective marketing and public relations strategy to promote the services and the image of LSMFEZ both local and international communities; and • Develop and maintain total quality management systems throughout the company to ensure that the best possible services are provided to customers.
People Management and Leadership	<ul style="list-style-type: none"> • Supervise subordinates, and agree, monitor, and review their performance in order to ensure that they meet their agreed performance objectives/targets; • Provide leadership to ensure that LSMFEZ enhances human capital management and retention of right talent; and • Ensure a working environment is created with the right calibre of employees motivated and committed towards the implementation of company objectives
Reporting	<ul style="list-style-type: none"> • Prepare and present to the Board objective periodic reports of the Company's affairs/performance and related issues and implements resolutions of the Board within agreed timeframes.

Qualifications and Experience:

- Full Grade 12 Certificate
- Bachelor's Degree in Economics, Finance, Business, Marketing, Engineering or related field;
- MBA Degree or Master's Degree in any related field;
- Additional certification is an added advantage;
- 15 years' post qualification work experience with at least 10 years at senior management level or a similar role;
- Comprehensive understanding of the Zone operations in line with Government's development, empowerment and job creation policies;
- Demonstrable experience around change management, business transformation, business restructuring and organisational culture transformation;
- Experience in mobilising resources through strategic partnerships; and
- Professional Membership to a relevant body.



LUSAKA SOUTH
MULTI-FACILITY
ECONOMIC ZONE
LIMITED



Laura & Partners
Consulting Limited

Skills:

- Excellent marketing, financial, commercial acumen as well as sound understanding of the macro-economic environment;
- Excellent communication, negotiation, presentation and stakeholder management skills;
- Strong analytical, critical thinking and problem-solving skills;
- Excellent interpersonal and team working skills;
- Excellent management, leadership and governance skills;
- Good strategic and business planning skills;
- Ability to excel in high pressure situations;
- Ability to galvanize the entire Company into achieving results; and
- High standards of integrity and morality.

Applications must be addressed to:

The Managing Partner/CEO
Laura & Partners Consulting Limited CV 16
D.G Wallace Road,
COMESA Exhibition Village, Show grounds,
Lusaka.

Applications must be emailed with the subject “Managing Director” to Laura@lauraandpartners.com copying Doris@lauraandpartners.com on or before 20th May 2024. **Only electronic applications will be accepted.** To access the full Job Profile, visit the Laura & Partners Consulting Limited website on www.lauraandpartners.com