

COMMERCIAL SPECIALIST

Purpose of the Position:

The Commercial Specialist is accountable to the Commercial Executive and responsible for conducting due diligence, financial modeling, operationalizing and managing all tenant leases, implementing the leasing process and philosophy, as well as implementing, managing, and integrating the different support systems and agencies in the ecosystem. The ideal candidate will have a strong analytical background, exceptional attention to detail, and the ability to communicate complex financial information clearly and effectively.

Skills and Competency Requirements:

- Business knowledge and commercial acumen, preferably in the property sector
- Knowledge of property leasing management
- Knowledge of undertaking due diligence, analysis of financial viability, and financial modeling
- Broad exposure to the Greentech industry will be a plus
- Broad knowledge of the PFMA and legislative context of a Schedule 3D Entity
- Strong ability to develop relationships between complex and varied stakeholders and government officials
- Ability to implement processes, systems, and policies that enable the business, whilst at the same time managing risks
- A valid driver's license is essential

Experience Requirements:

- Tertiary qualification in Financial Management/Accounting /Economics (degree), or related equivalent (A Postgraduate qualification will be an added advantage)
- Minimum – 3-5 years of commercial deal-making and commercial management experience – preferably in a property management environment (the more experience, the better)
- Experience in project finance and/or packaging investment projects for funding will be an added advantage

Duties:

- Undertake negotiations with potential investors on behalf of ASEZ
- Analyse potential investors financial viability, due diligence and risk reports
- Compile tenant leases in line with ASEZ parameters and engage with tenants on the terms and conditions of their leases
- Ensure all rental lease details are captured and monitored within the allocated systems
- Develop an understanding of the infrastructure requirements of tenants
- Structure commercial proposal to maximize value for the ASEZ
- Facilitate the identification of the optimal location for the project considering the ASEZ investment cluster approach
- Compile and submit investment due diligence reports for internal governance approvals
- Conduct financial modeling for investment projects and initiatives undertaken by the ASEZ
- Undertake negotiations with the City Council in support of infrastructure requirements
- Develop a detailed understanding of the incentive ethos and possibilities both regionally and nationally, in support of designing the OSS approach with investors
- Provide financial and budget input into reporting requirements quarterly

An all-inclusive, market-related cost-to-company remuneration will be offered for the position. This is a three-year contractual agreement, subject to the successful candidate delivering on the agreed performance requirements. A six-month probation period will apply.

Should you comply with all the aforementioned then you should not hesitate to apply. Forward your application accompanied by a cover letter and detailed CV to Siyasanga Tetyana, the Human Resources Specialist of the ASEZ:

to hr@atlantissez.co.za

Closing date: 31 March 2025

Should you not have received any response from us within 14 days after the closing date, please consider your application unsuccessful.