

# LOOKING FOR GENERAL MANAGER @ GSDH CAPE TOWN WANTS YOU!



Cape Town, 13.12.2012

**Job title:** General Manager  
**Company:** GSDH group ([www.gsdh.org](http://www.gsdh.org))  
**Function:** Full-time  
**Place:** Cape Town, South Africa  
**Salary:** negotiable

## **A Job Overview**

The General Manager is responsible to (pro)actively drive growth of the agency, maintain and develop key relationships and alliances through key account management, business development and clear leadership. Furthermore the General Manager is responsible for all the commercial and operational sides of the digital agency and reports directly into the shareholders.

## **B The Successful Applicant**

The successful manager will need to have a proven track-record of operational & resource management, sales development and strategic skill. Preferably he/she has run a digital advertising agency.

## **C Requirements**

- Fluent English and German
- Senior operational experience and proven leadership skills
- Lead generation and sales management
- Strong network
- Legal understanding of service level agreements
- Strong values around integrity, service, people and production
- Self-motivated, proactive, operational with minimal regulation
- Conceptual, innovative and strategic thinker
- Extensive qualification, knowledge and experience on digital marketing / advertising
- Excellent presentation-, influencing-, negotiating-, communication skills
- Multilevel communication toolset - from team to boardroom

## **D Objectives**

- Further Lead and Sales generation
- Further effective organization and culture development
- Management of cash flow and financial reports
- Implementing necessary measures to ensure agreed targets in all departments
- Strategic planning (short, mid and long term)
- In charge of all aspects of a Digital Agency's operation - daily & long term
- Reporting to shareholders
- Overseeing human resources
- Ensuring that all administrative are addressed punctually
- Development and implementation of KPIs with shareholders

## **F We offer you**

The opportunity to lead a growing, young, alternative, dynamic, international, respected Digital Agency with a high end executive salary package. Please forward CVs to: *Mr. Theunis Hanekom* [tj@theoliveroom.co.za](mailto:tj@theoliveroom.co.za)