

# Job Description for Commercial Role - NBDE



<i>Company:</i>	Lagos Free Zone	<i>Category:</i>	Management
<i>Designation:</i>	Sr. Manager/DGM - Commercial	<i>Grade:</i>	EM
<i>Department:</i>	New Business Development & Energy	<i>Reporting To:</i>	Director- New Business Development & Energy
<i>Date of Issue:</i>	01/12/2024	<i>Location:</i>	Lagos Free Zone, Ibeju Lekki, Lagos

## About the Company:

*Promoted by Singapore-based Tolaram, the Lagos Free Zone (LFZ) is Nigeria's first private free trade Zone. Centrally located in Lagos State, the commercial centre of West Africa's largest economy, the zone covers an area of 850 hectares. It is fully equipped with world-class infrastructure, a single-window clearance for ease of business, and integrated with the 90 hectares Lekki deep seaport, allowing access to regional and international markets.*

## About the Group:

*Tolaram, founded in 1948, is the promoter of the Lagos Free Zone. Headquartered in Singapore, the Group has existing operations in Asia, Africa, and Europe, with products sold to over 75 countries. Tolaram has grown over the past 75 years with businesses in industries like fast-moving consumer goods, financial services, digital services, infrastructure, energy, textiles, real estate and agriculture.*

## Job Description:

*The Senior Manager/DGM Commercial for New Business & Energy will be responsible for driving the growth and expansion of the Lagos Free Zone. This will involve identifying and securing new business opportunities that create value for the organization. The ideal candidate for this role should be a strategic thinker with strong commercial acumen, excellent contract negotiation skills, and a proven track record in business development across various sectors. In addition, the Senior Manager/DGM will oversee commercial aspects of business setup, project development, and operations.*

## Qualification/Experience:

- **Education:** Bachelor's degree in engineering, business administration, economics, or a related field. A Master's degree or MBA is preferred.
- **Experience:** Minimum of 10-12 years of experience in commercial project development, with at least five years in a management role.

## Key Responsibilities:

- **Business Opportunity Identification:** Identify potential business opportunities for Lagos Free Zone that create recurring long-term cashflows.
- **Feasibility Analysis:** Conduct comprehensive feasibility analyses and develop go-to-market strategies for new business opportunities.
- **Investor and Partner Identification:** Identify & evaluate potential investors and partners for new business ventures to be setup within the free zone.
- **Relationship Management:** Build and maintain strong relationships with various stakeholders, including government agencies, industry associations, and potential clients.
- **Proposal Development:** Prepare and present compelling business proposals and presentations to prospective clients and investors.
- **Contract Negotiation:** Lead negotiations for commercial agreements, ensuring favourable terms and compliance with regulatory requirements.
- **Strategic Planning:** Develop and implement strategic plans to achieve business development goals.
- **Market Research:** Conduct market research to stay updated on industry trends and identify new business opportunities.
- **Financial Projections:** Create detailed financial projections, including NPV (Net Present Value) and IRR (Internal Rate of Return) calculations to evaluate proposed ventures.

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- **Project Management:** Oversee the execution of projects from inception to completion.
- **Risk Management:** Identify and develop mitigation strategies for risks associated with new business ventures.
- **Reporting & Performance Monitoring:** Track, prepare and present regular reports on business development activities and outcomes to senior management.
- **Team Collaboration:** Work collaboratively with other team members, fostering a high-performance and team-oriented approach.

## Skills Required:

1. **Adherence to Values and Culture:** Commitment to upholding the values and culture of Tolaram in all business activities and interactions
2. **Leadership:** Strong leadership skills to guide and motivate a team of business development professionals.
3. **Communication:** Excellent verbal and written communication skills for effective stakeholder engagement.
4. **Negotiation:** Superior negotiation skills to secure favourable terms in commercial agreements.
5. **Analytical Thinking:** Strong analytical skills to assess market conditions and financial viability of new business opportunities.
6. **Problem-solving:** Ability to identify problems and develop innovative solutions.
7. **Collaboration:** A team player who can work collaboratively with cross-functional teams.
8. **Soft Skills:** Excellent knowledge of MS office suite especially MS Word, MS Excel & MS PowerPoint.
9. **Report Writing:** Excellent report writing and presentation skills
10. **Proactive and Results-Oriented:** Demonstrates a strong drive for results and a proactive approach to identifying and securing new business opportunities.
11. **Innovative Thinker:** Ability to think creatively and develop innovative solutions to attract new businesses.
12. **Strong Interpersonal Skills:** Excellent interpersonal and networking skills, with the ability to build and maintain relationships with diverse stakeholders.
13. **Adaptable and Resilient:** Ability to adapt to changing market conditions and remain resilient in the face of challenges

## Benefits:

- Competitive salary and performance-based incentives.
- Comprehensive health and wellness benefits.
- Opportunities for professional development and career advancement.
- Dynamic and collaborative work environment.

## Contact Information:

If interested in the role, kindly drop an email to [prem.krishna@tolaram.com](mailto:prem.krishna@tolaram.com).