



## **About Mezzanine**

[Mezzanine](#) designs and builds digital technology solutions for customers across Africa in order to create productive societies. Founded in 2012, Mezzanine has market-leading expertise in the agricultural, health, financial inclusion and education spaces and works with mobile network operators to bring about positive change in the lives of people through the benefits of the digital dividend. Mezzanine is a home-grown African company delivering value to the people of Africa.

Mezzanine is a subsidiary of the Vodacom Group.

## **About the role**

The Managing Executive (ME): Health provides leadership and strategic direction to the business's overall Health performance, inclusive of managing the annual approved Health budget and Profit & Loss. The ME: Health is also responsible for Business Development with the objective of securing future revenue (3 year view) aligned with company growth targets.

The ME: Health is responsible for developing and implementing new revenue streams and business models for all Mezzanine Health propositions, managing high-level quarterly product roadmap to deliver on newly introduced monetisation strategies, and supporting Product Managers with development of new modules (value adding features) to deliver on newly introduced monetisation strategies.

The ideal candidate will have sales, business development and solution/service development experience within the Health industry. The individual will have the ability to build and lead effective sales and cross-functional teams in a high growth sector. The individual will have Sub-Saharan Africa work experience in an ICT solutions environment and proven track record in working with multinational corporations with matrix organisations. The ideal candidate will be comfortable with regular C-level engagement, both in the public and private sector, and have strong complex ICT solution sales negotiation skills.



## Requirements

- 5+ years' experience in Health sales, business development and solution/service development
- Comfortable in professional discussions and complex solution sales negotiations with 3rd parties on C-Level
- Sub-Saharan Africa work experience in an ICT solutions environment and proven track record working with multinational corporates with matrix organisations
- Experience building and leading effective sales teams and cross-functional teams in a high growth sector
- Excellent presentation and communication skills
- High proficiency in Microsoft Word, PowerPoint, and Excel
- Bachelor's degree in Commerce or any other relevant field

## Advantageous

- Sales experience in the social impact industry
- EE candidate

**Starting date:** September/October 2024

**Location:** Midrand, South Africa

Only shortlisted candidates will be contacted. Should you not hear from us after 30 days you may consider your application unsuccessful.