

## Key Account Manager – Cape Town

Are you passionate about taking ownership for exceptional facilities management service delivery?

Can you confidently take the lead to interface with clients and ensure multiple contract elements are achieved with excellence?

**You could be the key player we are looking for to support our fast-growing business development strategy!**

Facilities Management Solutions (FM Solutions) is a South African company offering facilities management (FM) services since 2002. We have an established reputation within the FM industry with experience across various industries including large government, parastatal and private sector contracts. We are incomparable in the market place by considering our clients' needs and delivering value beyond savings.

**To continue to promote our group performance and reputation, FM Solutions is seeking a driven leader with the highest commitment to professional ethics and standards to:**

- Lead a diverse, multi-cultured and multi-disciplined workforce to ensure contracts are optimally structured, managed and populated to increase operational efficiency
- Manage and oversee the functional departments of hard and soft services operations and ensure performance is delivered to appropriate standards within agreed upon time frames and budget allocations
- Keep AFMS informed of business growth opportunities aligned to strategic objectives
- Represent AFMS when meeting with customers, stakeholders and end users to foster a partnership approach to relationships throughout each contract
- Ensure effective financial management is in place to achieve turnover and profit and meet legal requirements

**If you think your next career move could be to partner with our senior management team in this pivotal role, take a moment to consider the following:**

- Do you understand the critical impact of your communication, reporting and interpersonal skills in shaping your success as a leader?
- Does your excellent financial, commercial, business development and HR Acumen equip you to develop and manage a robust strategy and annual plans for each contract that meet contractual requirements as well as operational and business targets?
- Does your relevant qualification and previous 8y+ working experience at a senior management level in hard and soft FM services, with at least 5y Contract Management experience, equip you to make fast, informed decisions on complex matters, to ensure continuity of service to client facilities?

**If you answered 'yes' to the above,** consider further whether you enjoy a non-corporate working environment that embraces innovation, rewards hard work and potential and invites those with an entrepreneurial spirit to maximise business opportunities for themselves, their clients and the organisation.

**To apply for this role,** please email your CV to [jobs@fm-solutions.co.za](mailto:jobs@fm-solutions.co.za) before **17 February 2019**.

We look forward to engaging with you.

**As a proudly South African brand, AFMS Group (Pty) Ltd, are committed to transformation and employment equity. The filling of this position will be in line with our employment equity goals.**