

## **THE SHARKS (PTY) LTD**

### **CHIEF EXECUTIVE OFFICER (CEO) (Five Year Contract)**

The Sharks (Pty) Ltd seeks to appoint a dynamic, innovative and self-driven individual as Chief Executive Officer (CEO). Such an individual shall be responsible and report to the Board of Directors of The Sharks and will also serve as an Executive Director on the Board of The Sharks and be a Member of the Council of KwaZulu-Natal Rugby Union.

The appointed person who will be passionate about sport and rugby in particular, is required to be at the forefront of building The Sharks franchise into the most recognised and leading global rugby-playing brand. The position will be based at Growthpoint Kings Park Stadium, Durban, with the successful candidate being appointed for a contractual period of five years.

Candidates seeking to be appointed should have proven leadership ability; exceptional commercial acumen; strong interpersonal skills with the ability to motivate and inspire a diverse management team. In addition, such candidates will have a well-established network in rugby, both domestically and internationally and have a successful track-record in dealing with commercial, business and other stakeholders key to achieving the objective of building The Sharks into the leading global rugby franchise.

The successful candidate will be responsible for developing the strategic direction of The Sharks for consideration by the Board as well as drive the strategic management of The Sharks through the execution of its policies and strategic plans.

#### **KEY PERFORMANCE AREAS**

- Develop and drive a business model that ensures the long term financial sustainability of The Sharks, its subsidiaries and related entities;
- Actively drive commercial, business and sponsorship opportunities to improve revenue streams from both established and new sources;
- Prepare Annual Budgets and take responsibility for the efficient control of finances and the effective management of financial systems;
- Build a successful, winning team in all competitions in which The Sharks compete;
- Lead a Management Team to effectively control all aspects of the business, including but not limited to the identification, recruitment, appointment and management of coaching staff; management and players of The Sharks senior rugby teams as well as the management of the stadium and all business divisions of The Sharks;
- Liaise and interact with the South African Rugby Union, the South African Rugby Players' Association, CEO's of other Rugby Unions, Judicial Officials and Referees, suite and season ticket holders, supporters and fans, the public, the media, commercial partners, sponsors and public representatives;
- Aggressive marketing of The Sharks brand;
- Develop a dynamic rugby pipeline through ensuring access to rugby and opportunities for all;
- Strict adherence to sound corporate governance principles and practices

#### **REQUIREMENTS FOR THE POSITION**

- An appropriate graduate qualification; with a business degree being an added advantage;
- Senior management experience is a requisite;
- Strong financial management skills; demonstrated people management skills; with an in depth knowledge of rugby being an advantage;
- Results-driven; a leader in change management and an exceptional ability to motivate staff;
- Strong interpersonal skills with the ability to engage with all stakeholders of The Sharks;
- Excellent verbal and written communication skills.

Qualifying individuals are invited to apply for the position by submitting an application with their Curriculum Vitae by no later than close of business on Friday 10<sup>th</sup> June 2016, for the attention of:

The Selection Committee  
The Sharks (Pty) Ltd  
E-mail: [applications@thesharks.co.za](mailto:applications@thesharks.co.za)

**The Sharks (Pty) Ltd is an equal opportunity company and ascribes to employment equity.**