

POSITION DESCRIPTION

National Fisheries Authority

AM7011 - Business Development Manager

The **National Fisheries Authority (NFA)** is a highly effective Statutory Authority established under the Fisheries Management Act 1998 (amended). It is mandated by this Act to sustainably manage and develop fisheries and marine resources of Papua New Guinea for equitable benefit of all its citizens.

To contribute to the Government's development priorities, the NFA is pursuing a commercialisation agenda centred around the overarching objective of capitalizing the fisheries sector by using the hand of market to maximise the fisheries sector's contribution to achieving these Government development priorities. The commercialisation agenda will be delivered through the Fisheries Capital Limited (FCL) which is established to deliver the fisheries sector's two of the key development pillars of maximising socioeconomic benefits, and maximising revenue, as outlined in the key result areas of the Fisheries Strategic Plan 2021-2030.

In connection to above, the Authority is now inviting **exceptional candidates** to apply for the vital role of:

BUSINESS DEVELOPMENT MANAGER

The Business Development Manager (BDM) will play an integral high-level role in providing strategic leadership and expertise towards effective implementation of NEC Decision 33/2020 to establish the fisheries commercial entity. The BDM will coordinate the implementation of the government's commercialization agenda by facilitating the setup of the newly registered fisheries commercial entity called the Fisheries Capital Limited (FCL).

Key Responsibilities:

- Devising strategic plans and policies to guide the Authority in the development and establishment of the fisheries commercial business portfolio
- Ensuring effective coordination of the Authority's initiatives in the development of high-quality business strategies
- Ensuring effective coordination of the NFA's business approaches and plans in the commercial fisheries space
- Establishing and maintaining effective working partnerships with internal and external stakeholders pertaining to fisheries business development and shape key performance indicators (KPI) to guide necessary adjustments and help the Authority meeting its targets
- Ensuring effective coordination and administration of external consultancies pertaining to the establishment of fisheries commercial entity
- Ensuring effective dialogue and engagements with the industry players and the regional fisheries organisations
- Ensure effective communication and reporting of fisheries business development performance to the Managing Director and the Board through regular board meetings.

Expected Competencies:

- Degree from an accredited tertiary institution in Business or a related field
- 10+ years' experience as a Business Developer
- Demonstrated extensive experience in a senior corporate role in leading the creation and execution of business in the commercial space
- Strong leadership and organization skills to manage multiple timelines and complete tasks quickly within the constraints of timelines and budgets
- Good knowledge of regional fisheries operations in a business environment
- Demonstrated experience in regional and or international commercial fisheries environment.

An attractive remuneration package commensurate with qualifications and experience is on offer for the right candidate.

This position is open to PNG citizens only.

APPLY NOW

Please visit our website: <https://vanguard.com.pg/vacancies/>

Complete the Application Form and follow the website instructions to forward to Vanguard International, including a detailed CV.

Alternatively, please call us on (+675) 7500 7500 or email recruitment@vanguard.com.pg

Applications close COB Friday 17th March 2023

Only shortlisted candidates will be contacted

To apply for this position:

- Download and complete the Application Form from <http://www.vanguard.com.pg>.
- Email the application to recruitment@vanguard.com.pg together with a copy of your CV in MS Word format.

Note: Do not include copies of any other documents. You will be asked to provide the originals of certificates etc if you are selected for Interview