



SEGMENT LEADER: BUILD

A fantastic opportunity has become available for an experienced Segment Leader: Build to join our business at WorldsView based at our offices in Woodmead, Sandton.

ABOUT WORLDSVIEW

WorldsView turned 21 in the year 2020. We represent global leaders such as **Autodesk**, **Esri**, and **Topcon**. WorldsView wants to be the preferred distribution choice for global technology brands in the make-build arena looking for access to African markets, and for African resellers looking for access to exciting, profitable business opportunities. We are passionate about building the future of Africa.

EDUCATION AND EXPERIENCE



- 3 TO 5 YEARS EXPERIENCE IN THE BUILDING ENVIRONMENT.
- EXPERIENCE USING AUTODESK PRODUCTS INCL REVIT &/ CIVIL3D.
- EXPERIENCE USING AUTODESK NAVISWORKS IS ADVANTAGEOUS.
- EXPERIENCE IN USING BIM LEVEL 2 OR HIGHER IN THE BUILDING ENVIRONMENT.
- EXPERIENCE USING SURVEYING OR SCANNING DATA IN EITHER RENOVATING CURRENT BUILDINGS, OR REVIEWING CONSTRUCTION AGAINST THE DESIGN MODEL OR DRAWINGS.



- TERTIARY QUALIFICATION IN ARCHITECTURE OR M.ENG STRUCTURAL ENGINEERING.

SKILLS

- STRONG PRESENTATION SKILLS & THE ABILITY TO MOTIVATE CHANGE IN YOUR TEAM.
- DEMONSTRATION OF ENHANCING, INTEGRATING & IMPROVING BUSINESS PROCESS IN THE DESIGN & CONTRACTION PHASES OF THE BUILDING ENVIRONMENT IN LINE WITH BIM LEVEL 2 OR HIGHER.
- DEADLINE DRIVEN.
- ADAPTS EASILY TO CHANGE.
- A STRONG RELATIONSHIP BUILDER.
- PERFORMANCE ORIENTED.
- ANALYSIS OF DATA.

WHAT'S IN IT FOR YOU?

- **Competitive Benefits Package.**
- **Amazing opportunities for career progression.**
- **Remote working opportunity.**
- **Work-life balance.**
- **An opportunity to learn about our diverse environment and our African footprint.**

KEY PERFORMANCE AREAS

CONTACT WITH CUSTOMER

Drawing from Key or Strategic Accounts in your segment, identify important customers and develop a strategic (not a sales) relationship with influencers in the segment.

EXECUTIVE PARTNER AND VENDOR RELATIONSHIP MANAGEMENT

You will be assigned a set of vendor and partner contacts to manage - directly and through your staff. Take responsibility for the quality and cadence of the "Better Together" program in your area of responsibility, as well as for the content and cadence of key vendor meetings.

EXECUTIVE PLANNING, FORECASTING AND INFORMATION SHARING

Devise strategies that harness sales-related insights, prevailing standards, and novel developments to encourage market-making pipeline building and pipeline management in the channels for which you are responsible.

PIPELINE BUILDING - SEGMENT LED (MARKETING & SALES)

In your segment, you will have two targets each quarter relating to (1) the generation of Marketing-led, workflow-based multi-brand field promotion leads and (2) the generation of Sales-led field promotion leads in your segment.

PRODUCT AND PRICING

According to your role, participate in or lead the market-making process of analysing your segment and managing the product portfolio and pricing strategies in your segment - subject to vendor guidelines.

TO BE PART OF WORLDSVIEW

Please send your CV through to Pam Gumede at pam.gumede@worldsview.com