



OTTOBAUTHENTIC

Let's Talk... we're looking for:

Head of Corporate & Business Development

Johannesburg

R 110 000 to R 120 000

ROLE/JOB DESCRIPTION:

- ⑧ The Head of Corporate & Business Development provides strategic and operational leadership to drive the business long-term growth and transformation in the fuel and retail sector. This role combines Mergers & Acquisitions (M&A), corporate strategy, new project development, network upgrades/revamps, and market innovation, ensuring every initiative is delivered on time, within budget, and in compliance with all regulations. The position is central to deal execution, change management, and seamless integration of acquisitions into the operations.
- ⑧ The Head of Corporate & Business Development is a strategic growth architect and execution leader. This role integrates corporate strategy, M&A, market analysis, capital project leadership, and change management to secure the company's leadership position in an evolving fuel and retail environment—all while ensuring financial discipline, compliance, and excellence in Environmental, Social and Governance (ESG) / sustainability performance.

RESPONSIBILITIES:

- ⑧ Strategic Growth & Corporate Development
- ⑧ Research, Market Analysis & Business Intelligence
- ⑧ New Project Development & Capital Investments
- ⑧ Acquisition Integration & Change Management
- ⑧ Governance, Compliance & ESG (Environmental, Social and Governance) / Sustainability
- ⑧ Leadership & Stakeholder Collaboration

EDUCATION/EXPERIENCE:

- ⑧ Bachelor's degree in Business, Finance, or a related field (MBA or equivalent strongly preferred)
- ⑧ Minimum 10–15 years of senior leadership in downstream oil & gas, fuel retail, or related consumer-energy sectors
- ⑧ Demonstrated expertise in M&A deal execution, strategic development, and large-scale capital project management
- ⑧ Strong background in market analysis, risk management, and cross-functional project delivery
- ⑧ Exceptional strategic and financial acumen, including project evaluation and ROI analysis
- ⑧ Skilled in budget control and cost management for complex capital projects
- ⑧ Advanced abilities in change management, negotiation, and stakeholder engagement
- ⑧ Excellent presentation and board communication skills
- ⑧ Strong vendor and service-provider management skills to ensure timely, high-quality execution

Key Performance Indicators (KPIs):

- ⑧ Successful completion and integration of M&A transactions within budget and timeframes.
- ⑧ Delivery of capital projects and network revamps on schedule and within approved budgets
- ⑧ Quality and timeliness of market research, strategic reports, and board presentations
- ⑧ Growth in network footprint, market share, and non-fuel revenue streams
- ⑧ Compliance with all legal, environmental, and ESG / sustainability requirements
- ⑧ Service providers consistently meeting deadlines and performance standards

Kindly note: If you have not heard from us within 14 working days, your application was unsuccessful

How to Apply: Please submit your resume to: joe@ottobauthentic.co.za and use the job title as the subject