MURRAY AND DICKSON CONSTRUCTION

"KHULA NATHI"

M&D

RECRUITMENT ADVERT – BUSINESS DEVELOPMENT CONSULTANT

M&D is a leading Civil, Mechanical and Pipeline Infrastructure Contractor for the Bulk Water, Mining, Heavy Industrial, Marine, Energy, Petrochemical Sectors, and Railway in Southern Africa, headquartered in Sunninghill, Gauteng. The Company's culture is underpinned by its core values, BE SAFE, DO WHAT YOU SAY, FIND THE BEST WAY, DO IT RIGHT and KHULA NATHI. The people of M&D subscribe to the company's UGRs (Unwritten Ground Rules):

- Around here, safety begins with me!
- Around here, the right way is the only way!
- Around here, we find solutions!
- Around here, you can count on me!
- Around here, we grow, you succeed!

Murray & Dickson Construction (Pty) Ltd is looking for a suitable candidate to fill the position below. The incumbent will be employed at our Head Office with the requirement to travel when necessary.

Position: Business Development Consultant
Nature of contract: Permanent
Office Location: Sunninghill
Site Locations: All company's sites in Southern Africa

Requirements:

Education / Qualification	Degree in Engineering, Construction Management or related field Postgraduade qualification(MBA or similar) advantangeous.
Experience **Technical knowledge**	**8-12 years' experience in:** ○ Business development in infrastructure or Construction ○ Railway, transport or heavy civils projects (Preferred) ○ Proven track record in securing large-scale infrastructure projects **Understanding of:** ○ Railway infrastructure systems and project lifecycle ○ EPC/contracting models and commercial processess ○ Public sector procurement processes Familiarity with FIDIC/NEC contracts (Advantegeous)

The following vacancy is available in our subsidiary, Afri-Track Railway Construction (ATRC):

1. Position Summary

The Business Development Consultant is responsible for driving revenue growth, market expansion, and strategic positioning of ATRC within the railway infrastructure sector across South Africa and selected African markets. The role focuses on identifying and securing new business opportunities, managing client relationships, supporting tender strategy, and positioning ATRC as a preferred contractor in rail infrastructure development projects.

2. Key Responsibilities

2.1 Strategic Business Development

- Develop and execute the railway infrastructure business development strategy aligned to Group growth objectives
- Identify market opportunities in:
    - Railway construction and rehabilitation

  - Track works, civil infrastructure, and associated services
- Position ATRC within public and private sector rail programmes (e.g. PRASA, Transnet, regional rail authorities)

2.2 Market Intelligence & Opportunity Identification

- Conduct ongoing market and competitor analysis
- Track pipeline projects, funding programmes, and infrastructure initiatives
- Build and maintain a robust opportunity pipeline

2.3 Client Relationship Management

- Develop and manage relationships with:
  - Government entities and SOEs
  - Engineering consultants and design houses
  - EPC partners and joint venture stakeholders
- Act as a key interface between clients and internal delivery teams

2.4 Tender & Proposal Development

- Lead and coordinate prequalification submissions and tenders
- Collaborate with estimating and engineering teams to:
  - Shape commercially viable proposals
  - Define win strategies and value propositions
- Ensure alignment with Group risk appetite and governance frameworks

2.5 Partnerships & Strategic Alliances

- Identify and establish strategic partnerships, joint ventures, and subcontracting opportunities
- Negotiate commercial and collaboration arrangements
- Support expansion into cross-border railway markets

2.6 Revenue Growth & Target Delivery

- Contribute directly to divisional revenue targets
- Drive conversion of pipeline opportunities into secured projects
- Monitor performance against KPIs and adjust strategy accordingly

2.7 Brand Positioning & Thought Leadership

- Represent ATRC at industry forums, conferences, and stakeholder engagements
- Position the company as a credible, innovative player in rail infrastructure
- Contribute to marketing and communications initiatives

3. Key Performance Indicators (KPIs)

- Value of secured contracts (order book growth)
- Pipeline development (qualified opportunities)
- Tender success rate
- Client acquisition and retention
- Contribution to strategic partnerships and market expansion

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5. Competency Profile

Core Competencies
- Strategic thinking and commercial acumen
- Strong negotiation and influencing skills
- Relationship-building and stakeholder management
- Market insight and opportunity identification

Behavioural Attributes (aligned with M&D Group culture)
- Results-driven with high accountability
- Solution-oriented mindset ("find the best way")
- Integrity and reliability ("do what you say")
- Collaborative and growth-focused ("Khula Nathi")

6. Key Interfaces
- Internal: Engineering, Commercial, Finance, Legal, Project Delivery
- External: Clients, Consultants, Government Entities, JV Partners

7. Career Path
- Senior Business Development Consultant / Head of Business Development
- Divisional Commercial Director
- Executive Leadership Roles within ATRC or broader M&D Group

8. Value Proposition of the Role
This position is critical to enabling ATRC's strategic ambition to expand its footprint in the railway infrastructure sector by:
- Unlocking new markets and clients
- Driving sustainable revenue growth
- Strengthening the M&D Group's positioning in complex infrastructure delivery

Do you **Get** what we are looking for?
Do you **Want** to join our team in this role and abide by our core values and UGRs (Unwritten Ground Rules)?
Do you have the **Capacity** to fulfil the above responsibilities?

If yes, then send your CV to Recruitment@mdconstruction.co.za citing the position interested in **before the close of business on 10 July 2026** Correspondence will be entered into with shortlisted candidates only. Please consider your application as unsuccessful should you not hear from us a month after the closing date.