



# VACANCY ANNOUNCEMENT

## GENERAL MANAGER

Press Properties Limited (PPL) seeks to recruit a suitably qualified person to fill the key position of General Manager.

### THE COMPANY

PPL is a leading real estate company established in 1969. The Company develops, owns and manages both its own properties and third-party properties as a service offering. Its services include: property management, property valuations, property development, and property transactions and advisory services. With a proven track record of delivering high-quality residential and commercial projects over the years, PPL is committed to shaping the urban property landscape of Malawi.

PPL is a subsidiary of Press Corporation Plc (PCL), which is listed on the Malawi Stock Exchange (MSE) and is Malawi's largest holding company with interests in key sectors of the economy, including energy, hospitality, telecommunications, property management, financial services, food and fast-moving consumer goods. More details about PPL can be accessed on [www.pressproperties.com](http://www.pressproperties.com).

### THE POSITION

The General Manager (GM) will lead the development and execution of the company's short, medium and long term growth strategy, with a view to creating shareholder value. The GM acts as a direct liaison between the Board and Management of PPL. He or She also communicates to shareholders and all stakeholders, including the general public on behalf of PPL.

### DUTIES AND RESPONSIBILITIES

The key duties and responsibilities include, but are not restricted to, the following:

#### Operational and Strategic Leadership:

- Lead, in conjunction with the Board, in the development and implementation of PPL's short, medium and long term growth plans and PPL's overall strategy.
- Drive the development and execution of residential and commercial real estate projects, from conceptualization to completion.
- Lead management in scouting for business opportunities and innovative real estate strategies to drive growth and profitability.
- Build a culture of performance excellence and accountability in order for PPL to fully realize its strategic goals.
- Stay abreast of industry trends and developments, and adapt strategies accordingly.

- Drive business development initiatives to expand the company's market presence, and identify new growth opportunities.

#### Resource Mobilization, Financial Management and Reporting:

- Ensure that PPL is appropriately organized and resourced to enable it to achieve its operational goals and strategy.
- Ensure that PPL's financial performance is robust, within its approved annual budget, and in line with the company's strategic intent.
- Ensure timely and accurately reporting of all financial, operational and statutory matters to the Board and Stakeholders.

#### Risk Management and Mitigation:

- Keep abreast of all material undertakings and activities of the company, including material external factors affecting it, and ensure that processes and systems are in place so that the Board, Management and Staff are timely and adequately informed.
- Continuously assess PPL's significant risks and managing the risks in accordance with the company's risk appetite as approved by the Board.
- Ensuring that effective internal controls and management information systems are in place to enable PPL to conduct its activities lawfully and ethically.

#### Board Engagement and Stakeholder Relationships:

- Ensure that the Board and its Committees receive timely and sufficient information and reports to enable them to maintain an effective oversight over the company's activities and
- Communicate accurately and concisely with the Board and other shareholders and ensuring the integrity of all public disclosures by PPL.

#### Team Building, Succession Planning and Organizational Culture:

- Build and maintain a strong management team through effective recruitment, training, performance management, coaching, team building and succession planning.
- Develop and maintain an entrepreneurial and business-oriented organizational culture.
- Build and maintain relationships with key stakeholders including investors, government agencies, financial institutions and industry professionals.

### DESIRED QUALITIES AND ESSENTIAL SKILLS

The GM will have, inter alia, the following demonstrable qualities and skills:

- **A Proven Executive:** A proven leader at an executive level with a clear vision for such a company as PPL.
- **Business Acumen:** The ability to identify and turn business challenges into opportunities.
- **Decision Making:** Ability to make decisions based on facts, data and potential impacts, and to take ownership of one's actions
- **Integrity:** Can be trusted to perform duties in a proper and honest manner.

### QUALIFICATIONS AND EXPERIENCE

The ideal candidate should have the following minimum qualifications:

- A graduate educated to a Master's Degree in Real Estate, Finance, Economics, Accounting, Business Management or Administration or other relevant field from recognized and accredited universities.
- Top management and leadership experience of not less than 10 years in similar professional organizations and/or within the real estate industry.
- Strong business acumen with a track record of driving growth and profitability.
- In-depth knowledge of Malawi's real estate market trends, regulations and best practices.
- Experience in project origination, development, evaluation and management and/or financing, with specific emphasis on projects in the construction industry.
- Demonstrated experience in driving business growth and achieving financial targets.

Applicants, meeting the required qualifications, experience and competencies should submit their application letter, together with a detailed Curriculum Vitae and names of **three traceable referees** to [careers@presscorp.com](mailto:careers@presscorp.com).

**The Chief Finance and Administration Executive  
Press Corporation PLC  
P O Box 1227  
BLANTYRE**

Applications submission deadline is, **Friday, 29<sup>th</sup> September 2023**. Only short-listed candidates will be acknowledged.