

## COMMERCIAL MANAGER – VEREENIGING

### POSITION OVERVIEW

DGC AFRICA is a leading asset integrity and industrial solutions provider servicing industries such as mining, metallurgy, glass, mineral processing, and manufacturing across sub-Saharan Africa. With a robust presence in South Africa, Zambia, the DRC, Zimbabwe, and Madagascar, DGC AFRICA continues to expand into Anglophone, Francophone, and Lusophone regions.

We are seeking an experienced and detail-oriented Commercial Manager based in Vereeniging to oversee cost estimation, pricing standardisation, and financial accuracy. This role requires a strong background in refractories and industrial services and will lead a small team of estimators, ensuring quality and compliance in all tender processes.

### RESPONSIBILITIES

#### SUPERVISION & COORDINATION

- Provide guidance and leadership to the two estimators, ensuring consistency in cost estimation across both companies.
- Set performance targets and monitor workload distribution between the two estimators.
- Ensure alignment of estimation methodologies, tools, and best practices.
- Oversee all tenders and ensure accounting and compliance is correct.
- Prepare and maintain project costing sheets throughout the execution of projects
- Cost planning and management until award of the project

#### QUALITY CONTROL & ACCURACY

- Review cost estimates prepared by the estimators to ensure accuracy, completeness, and compliance with project requirements.
- Validate calculations, material take-offs, and pricing structures before submission to management or clients.

#### STANDARDISATION & PROCESS IMPROVEMENT

- Develop standardized estimation processes across both companies to improve efficiency and reduce discrepancies.
- Assist with drawing up of all supporting documents that need to be submitted with tenders.
- Implement software tools or systems for enhanced collaboration and data accuracy.
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- Conduct periodic training to keep estimators updated on industry trends and cost-analysis techniques.
- Having knowledge of FIDIC, NEC, GCC and related Contracts understanding will be an advantage.

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### RESPONSIBILITIES CONTINUED.....

#### INTERCOMPANY COLLABORATION & REPORTING

- Serve as the central contact for estimation and costing matters between the two companies.
- Coordinate seamless integration of joint project costs and collaboration efforts.
- Generate comparative reports, analyse trends, and offer insights into cost deviations and forecasts.

#### RISK & COMPLIANCE MANAGEMENT

- Ensure that estimators adhere to financial, legal, and contractual compliance standards.
- Identify cost risks in project estimations and recommend mitigation strategies.
- Ensure that all estimations meet legal, contractual, and financial compliance standards.

#### CONTINUOUS IMPROVEMENT & MENTORSHIP

- Provide mentorship and professional development opportunities for the estimators.
- Encourage innovation and data-driven decision-making in cost estimation.

#### QUALIFICATIONS & EXPERIENCE

- Applicant should hold at least a bachelor's degree in Business Administration / Finance, or a related field, such as Quantity Surveying or Construction Management. An MBA would be an advantage.
- It is important that the candidate has a background in refractories and has a minimum of five years of relevant experience in related industries/fields, such as mining, refractories, asset integrity management, mechanical engineering, or industrial services.
- Strong commercial acumen, attention to detail, and leadership abilities are essential.

### HOW TO APPLY

Interested candidates should send their CV to [lize@dgc-africa.com](mailto:lize@dgc-africa.com)  
with the subject line: **Commercial Manager - Vereeniging Application**