

**Position Title:** Portfolio Lead Advisory Services  
**Position reports to:** Line Manager  
**Direct Reports:** N/A  
**Office Location:** Adapt IT Johannesburg Campus

### PURPOSE OF THE POSITION

Adapt IT is seeking a Senior Manager to lead the Portfolio focused on our Advisory Services, within Supply Chain, Energy and Distribution sectors, expanding into other sectors as part of the growth strategy of the business. The candidate will be responsible for leading the Portfolio, including the delivery of strategic change, planning and implementation of the organisation's strategic projects and programmes.

### PRIMARY RESPONSIBILITIES FOR THE ROLE

- Drive the Portfolio growth
- Develop and Align the portfolio offering to be relevant and supporting the growth objectives
- Deliver solutions into the market through effective business management
- Provide strategic direction and thought leadership
- Support of pre-sales activities
- Strengthen and foster relationships with Partners and Clients
- Drive Strategic Account Management for the Portfolio

### Functional Experience:

- Minimum 10 years of Advisory and Consulting Services experience
- Experience in developing and managing consulting services teams
- Experience in leading and managing large scale, resource intensive implementations
- Very good understanding of the underlying business processes within the target sectors.
- Experience within Supply Chain, Energy and Logistics (advantageous)

### MINIMUM QUALIFICATION AND EXPERIENCE REQUIREMENTS

- Graduate / post graduate Degree
- Executive / Senior Management level engagement capability
- Ability to manage risks and issues and manage escalations through proper channels
- Excellent communication skills
- Ability to foster ideas and provide support throughout the value creation process
- Ability to handle and deliver multiple bids and projects
- Self-Starter with ability to excel under minimal direction

**Adapt IT**  
Portfolio Lead Advisory Services



Contact Person: [Quraisha Moola](#)

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