



• GATEWAY TO THE REST OF AFRICA •

THE GATEWAY AIRPORTS AUTHORITY LIMITED (GAAL) a provincially owned business enterprise responsible for managing Polokwane International Airport, invites applications from suitable qualified and experienced candidates for appointment to the following challenging positions:

ERRATUM EXTERNAL ADVERTS

This serves to place an erratum in respect of the advert publication on the 10th of June 2025, published on social media and GAAL website, for the position of Manager Commercial Services. The purpose of the erratum is to correct the Remuneration Package. Candidates who have previously applied for this position, need not re-apply as they will be considered.

MANAGER: COMMERCIAL SERVICES

REF ERR NO: BDM 10/2025

This position reports to the Senior Manager: Commercial Services.

Remuneration package is **R 774 322,66 – R 945 588,86 Cost to Company**

Qualifications and experience required: • Grade 12 certificate •B degree in Marketing or Business Development, (NQF 7) •A minimum of five years' experience working in a Business development and Marketing environment, two of which should be at Management level. Aviation background will be an added advantage.

Must have a driver's licence and own car.

Competence and /or skills required: • Financial management in projects. • Negotiation skills. • Communication skills are key. • Management & Leadership. • Information Technology. • Critical Thinking & Problem-Solving. Creativity and Innovation. •Valid driver's licence is essential.

Key responsibilities for the position are as follows: -

Develop and implement strategic plans to maximize commercial revenue opportunities. • Oversee contracts and relationships with tenants. • Lead the development and renewal of commercial agreements to ensure alignment with GAAL's goals. • Ensure compliance with regulatory requirements and deliver exceptional customer experience. • Prepare reports, forecast and business cases for new initiatives. • Monitor commercial performance and identify growth opportunities through data analysis and market trends. • Develop and maintain relationships with internal and external stakeholders. • Effectively present and discuss the services of the company to prospective clients in a way that conveys an image of quality, integrity and superior understanding and delivery of customer needs. • Cold call as appropriate within your market to ensure a robust pipeline of opportunities. • Generate and manage short-term and long-term leads from internal and external referral sources to qualify prospects and advance them through the sales process.

- Plan approaches and pitches. Work with the team to develop proposals that speak to the client's needs, concerns, and objectives

Interested candidates must send their covering letter, comprehensive CV, certified copies of qualifications, ID document and driver's license, not older than 6 months to: The Human Resources Manager, **Gateway Airport Authority Limited**, P.O. Box 1309, **POLOKWANE** 0700, Or Hand Delivery to: Registry Office at GAAL Old Terminal Building, **Landros Mare Street/N1 North to Makhado**, Gateway Weg, Polokwane, 0699 or **E-Mailed applications to HR.Admin@gaal.co.za**. Enquiries: Ms. Faith Moropana (087) 291 1074 or 087 291 1056 Closing date: 30th July 2025 at 16h00. Failure to comply with the above requirements will lead to disqualification.

GAAL will not carry any related costs (Transport, accommodation or meals) for candidates attending interviews. Applicants should consider their application unsuccessful if no response is received within two months of the closing date. Shortlisted candidates will be subjected to suitable checks (Criminal records, credit records for security reasons) and verification of qualifications. It is applicants' responsibility to have foreign qualifications evaluated by south African Qualification Authority (SAQA) and to provide proof of such evaluation. GAAL reserves the right not to fill in the posts advertised. Canvassing of any GAAL officials and the Board will lead to disqualification.

POSTS ARE AVAILABLE AT WWW.GAAL.CO.ZA

THE **GATEWAY AIRPORTS AUTHORITY LIMITED** is an equal opportunity and affirmative action employer and to this extent conducts targeted recruitment for previously disadvantaged individuals.

The Employment Equity of GAAL will apply in filling these positions. To this extend, we encourage females (Coloured, Indian and White), males (Coloured and Indian and people with disabilities to apply.