

Position Description

Vacancy Title: **General Manager Revenue & Relationship**

Location: **Suva, Fiji Islands**

Reports To: **Chief Executive Officer (v 7.00)**

Objective

The General Manager Revenue & Relationship is responsible for driving FBC's revenue growth and fostering strategic relationships with internal & external stakeholders to ensure the financial health and expansion of the organization. The role involves overseeing the development and execution of strategies to increase FBC's revenue streams, managing key partnerships, and cultivating lasting relationships with advertisers, government authorities, media partners, and other stakeholders.

Outcomes

Organisational Stakeholders

1. Strategic Revenue and Relationship Management

- Formulate and implement strategies to increase revenue from both traditional and innovative sources, ensuring alignment with FBC's broader business objectives.
- Lead efforts to identify and capitalize on growth opportunities in the media sector, particularly through advertisements, sponsorships, partnerships, and new business ventures.
- Develop and maintain robust relationships with key external stakeholders, including government authorities, private sector companies, advertisers, and media organizations, to ensure the steady growth of FBC's revenue.
- Provide strategic recommendations to the CEO and Board on potential business opportunities, partnerships, and investment initiatives that contribute to long-term revenue generation.

2. Operational and Strategic Planning for Revenue Growth

- Collaborate with the Management Team in shaping FBC's long-term strategic vision, ensuring the revenue generation strategy is integrated into the organization's overall plans.
- Lead the annual revenue forecasting process, ensuring that targets are realistic, measurable, and aligned with FBC's operational needs and market conditions.
- Develop strategies for diversifying FBC's revenue streams, ensuring stability and resilience in response to market fluctuations or external challenges.
- Continuously assess market trends, consumer behavior, and competitor activities to adjust the organization's revenue strategies accordingly.
- Ensure systems, processes and procedures are in place and adhered to prevent revenue leakage.

3. Collaboration and Integration with Internal Teams

- Collaborate with the CEO and other Management Team to ensure that the revenue strategy is effectively integrated into FBC's operations and overall strategic direction.
- Support the development of new media products and services that drive both customer engagement and profitability, ensuring they meet market demands and customer expectations.
- Foster a culture of collaboration within the organization, ensuring that revenue generation efforts are supported by marketing, content, and technical teams to maximize impact.

4. Financial Growth and Sustainability

- Oversee the implementation of revenue-generating initiatives that align with FBC's financial sustainability goals.
- Ensure that revenue targets are met, monitoring performance regularly and adjusting strategies as necessary to keep FBC on track for growth.
- Provide regular updates to the CEO and Board regarding the status of revenue initiatives and key performance indicators.
- Identify and implement cost-effective strategies to optimize revenue generation, ensuring the organization's financial health.

5. Risk Management and Compliance in Revenue Generation

- Identify and manage potential risks related to revenue-generating activities, ensuring compliance with relevant legal, regulatory, and contractual requirements.
- Ensure adherence to FBC's internal policies and procedures to minimize the risk of revenue leakage and ensure effective management of partnerships.
- Work with the CEO and Board to implement and monitor a risk management strategy for all revenue-related activities, ensuring sustainability and minimizing financial exposure.

6. Human Capital Development & Team Leadership

- Lead, mentor, and develop a high-performing team responsible for revenue generation, ensuring they have the skills, training, and resources needed to succeed.
- Foster a culture of innovation, accountability, and performance within the revenue and relationship management team.
- Develop succession plans for key roles within the department, ensuring long-term continuity and talent development.
- Encourage teamwork and collaboration across departments to ensure the effective execution of revenue initiatives.
- Build strong, productive relationships with advertisers, government authorities, and private sector players to expand FBC's market presence and drive revenue growth.

7. Brand and Reputation Enhancement

- Ensure that all revenue initiatives and external relationships are aligned with FBC's brand, values, and reputation standards.
- Promote FBC's public image and brand through strategic partnerships and successful revenue initiatives, ensuring that the organization's reputation is enhanced in the market.
- Lead initiatives that promote FBC as a trusted and valued media partner in Fiji and the broader Pacific region.

8. FBC's image and value standards demonstrated and promoted

- Collaborate with other teams in the organisation for the benefit of the FBC
- Monitor and encourage team members to uphold image and value standards
- Uphold and demonstrate the FBC's image and value

Product's Stakeholders

1. Strategic and Operational Compliance

- Ensure compliance with FBC's internal policies, media regulations, and industry standards for all revenue-generation activities.
- Adhere to relevant statutory and legal requirements, particularly in terms of advertising, sponsorships, and partnerships.
- Maintain a proactive approach to monitoring compliance across all revenue-related initiatives, ensuring all practices are aligned with organizational and regulatory expectations.

Responsibilities - Key Competencies

Competence	Description
Business	
Strategic Development	Establish the strategic direction and steer the organisation towards its goals
Business Performance	Manage the performance of the organisation.
Planning	Deliver results by developing, reviewing or following a work plan, action plan or operational plan.
Systems and Procedures	Develop and/or apply procedures to assist the organisation achieve its goals.
Information Analysis	Make informed decisions by collecting and interpreting data and information
Communication	Exchange information through verbal communication
Customer	
Customer Commitment	Demonstrate a commitment to customer service - both internal and external customers.
Commercial Focus	Optimize the commercial viability of the organisation.
Relationship Building	Build beneficial relationships with suppliers and stakeholders.
People	
Leadership	Utilise a leadership position to influence people and events and to increase performance.
Negotiation	Reach agreement through discussion and compromise.
Professional	
Technical Strength	Demonstrate knowledge of a specialist discipline.
Financial Application	Apply financial principles and practices.
Global Environment	Respond to globally driven changes in the organisation's environment.
Operational	
Stock Control	Acquire and monitor stock to meet business needs

Qualifications

Qualification	Discipline	Notes
Preferred		
Degree	Sales/Marketing/Advertising	Bachelor's degree in Business Administration, Marketing, or a related field.
Desirable		
Masters Degree	Business Management or Business Administration or related fields	Would be an added advantage.

Work Knowledge and Experience

Minimum 10 years of work experience in a senior management role, with a strong focus on revenue generation, business development, or media partnerships.

Experience in building and maintaining relationships with internal/external stakeholders to drive revenue growth.

Experience with revenue forecasting, budgeting, performance monitoring, and ensuring financial sustainability.

Sound knowledge and practical application of statutory requirements of various acts and regulations relevant to the position.

Requirements

Language Proficiency

Excellent command of English

Valid driver's license

Regulatory Compliance Requirements

Police Clearance

Other Required Requirements

No other required items found.

Interactions

Type	Interaction	Comments
Internal		
	Marketing Team	
	Management Team	
	Board	
	Chief Executive Officer	
External		
	Government authority	
	Stakeholders	
	Regulators	
	Clients	
	Customers	

Attributes

Behavioural Styles

Innovative Devises new and creative ways to do things comes up with original ideas.

Reliable Is able to be trusted to do what is expected or has been promised, puts in a great amount of effort believing in the value of work.

Resilient Cope positively with stress and catastrophe. Bounces back from setbacks, mistakes or misfortunes.

Detail oriented Attends to the small elements of a task/activity, ensuring completeness and accuracy.

Energetic Constantly active and driven to put in effort. Works hard to promote an enterprise.

Interpersonal Styles

Forthright Speaks out frankly without hesitation, showing a direct manner.

Perceptive Shows keen insight and understanding of issues or situations.

Realistic Shows concern for facts and reality, rejecting the impractical.

Thinking Styles

Analytic Able to separate things into their constituent elements in order to study or examine them, draw conclusions, or solve problems.

Well organised Controls tasks in a well thought out and critical manner.

Imaginative Generates ideas and images, showing creativity.

Initiative Takes action and makes decisions without the help or advice of other people.

How To Apply

--

Contact for Enquiries

Contact Name: HR Team

Contact Email: hrteam@fbc.com.fj

Further Contact Information: 3314333

Closing Date: 13 Apr 2025