



Manager: .ZA Namespace Development

(5-year fixed term contract)

The .ZA Domain Name Authority (ZADNA) is the regulator and manager of dotZA (.ZA) – South Africa’s Internet namespace. ZADNA is a statutory entity founded in terms of Chapter X of the Electronic Communications and Transactions Act 25 of 202. Its key responsibility is to license and regulate .ZA registries and registrars, and to develop and implement policy guidelines.

ZADNA is seeking to appoint a **Manager: .ZA Namespace (Business) Development**. The overall purpose of this business development-oriented position is to stimulate the growth of .ZA Namespace, develop and implement development strategies and plan and manage the .ZA SLD and the diversity of it, also responsible for overseeing the domain name policies.

KEY JOB ELEMENTS ARE:

Stimulate the growth of the .ZA Domain Name

- Develop and implement retention and growth strategies for the .ZA namespace.
- Forge and implement collaborations & partnerships with value chain partners to grow .ZA domain.
- Promote online presence to grow registration

Manage .ZA SLD (Second Level Domain names)

- Assess and conceptualise.ZA domain name registration models.
- Conduct regular benchmark and research studies to determine the external factors that might impact the .ZA
- Develop and implement business cases for future TLD business cases and project plans.

Enhance participation in .ZA domain name value chain

- Develop and implement domain industry development plans to broaden participation in .ZA domain registration value chain.
- Collaborate with strategic partners to widen participation in the value chain.

Stakeholder liaison

- Lead and oversee the development of .ZA public awareness campaigns.
- Oversee the training around domain name for registrars and registries.
- Conduct reseller and registrar training for SMME’s.
- Manage good internal and external stakeholder relationships for the Department.
- Provide sound and accurate advice and support to all stakeholders to enable decision making on all projects.

Revenue and Budget Management

People management

MINIMUM REQUIREMENTS

- Bachelor's Degree in Information Technology or related qualification
- A minimum of eight (8) years' relevant experience with at least three (3) years at management level.
- Relevant experience relating to:
 - Business Relationship Management.
 - Customer Services.
 - Domain Name System.
 - Project management.

REQUIRED COMPETENCIES (SKILLS, KNOWLEDGE AND BEHAVIOURAL ATTRIBUTES):

- Service delivery innovation
- Honesty and integrity
- Client orientation and customer focus
- Problem solver
- Demonstrated commitment to teamwork
- Strategic leadership and management
- Team building and facilitation
- Collaborative
- Impact and influence
- Decisive decision making
- Understanding and knowledge of the ECT ACT and the ICT White paper
- Strong understanding of DNS
- Negotiation, liaison, communication and coordination skills
- An understanding of legislative requirements, professional standards and relevant codes of conduct
- King Code of Good Corporate Governance IV
- Understanding of the Broad-Based Black Economic Empowerment Act, 53 of 2003
- Strong knowledge and application of current risk management best practice principles and standards

Interested parties should forward their full application (Cover Letter, CV, copies of ID and academic qualifications) to recruitment@zadna.org.za no later than 16h00 on Friday, 12 February 2021. Enquiries must be directed to our internal HR at hr@zadna.org.za.
