Botswana Open University

JOB VACANCY
RE-ADVERTISEMENT



Managing Director - Subsidiary

Botswana Open University (BOU) requires a suitably qualified and duty-conscious person for the position of Managing Director - Subsidiary

THE BOTSWANA OPEN UNIVERSITY

The mandate of the Botswana Open University (BOU) is to make education accessible to all Batswana, especially out-of-school youth, and adults, using open and distance learning (ODL) methods.

Our vision is to "inspire excellence and present life-long learning opportunities globally". Its mission is to "provide quality education, research, and community engagement through open and distance learning solutions

ROLE OVERVIEW

The Managing Director (MD) of the Botswana Open University Subsidiary (BOU Innovations (Pty) LTD will be responsible for establishing, operationalising, and leading the university's commercial subsidiary, which will serve as the vehicle for generating alternative revenue streams to enhance BOUs financial sustainability.

The MD will set up the subsidiary's governance, business, and operational structures, ensuring compliance with BOU statutes, national laws, and sound corporate governance principles. The role will involve developing, and executing a viable business strategy, identifying, and managing income -generating ventures, and fostering partnerships with industry, government, and development agencies.

Reporting to the Board of Directors, the Managing Director will foster strategic partnerships and drive performance, business growth, and commercial sustainability while maintaining operational excellence, governance, and regulatory compliance.

KEY RESPONSIBILITIES

- Lead the development and implementation of the subsidiary's strategic business plan to ensure that it is aligned to and supports the corporate strategy of the University.
- Support the development of financial strategies that optimise revenue generation and sustainability.
- Develop and manage relevant Strategic partnerships with Government, private Sector, academic institutions, and other organisations at local, regional and international level.
- Ensure market research and competitive analysis to identify opportunities for growth.
- Interface and advise the University leadership on all matters relating to business development and other strategic partnership.

QUALIFICATIONS AND EXPERIENCE

- Master's Degree in Business, Finance, Economics, or a related field required; other advanced qualifications preferred.
- Minimum of ten (10) years of work experience, with at least five (5) years in an executive leadership position (CEO, Managing Director, or Senior Executive).
- Proven track record in business development, financial management, and commercial operations.

SKILLS REQUIREMENTS

- Business Strategy & Corporate Planning
- Corporate Governance & Ethical Leadership.
- Legal & Contractual Management
- Corporate Branding & Market Positioning

BOU offers a competitive salary package for qualified/competent candidates.

APPLICATION REQUIREMENT

Interested persons who meet the above stated requirements are required to email, together with their applications, copies of a comprehensive curriculum vitae, relevant certified copies of certificates and two recent references and a statement detailing their achievements and their vision for the University to: recruitment@staff.bou.ac.bw.

The applications should be addressed to:

Director, Human Resources
Botswana Open University
Private Bag BO 187
Gaborone
Tel: 3646024/29

NB: Only Short-listed Candidates shall be responded to.

Closing Date: 18th December 2026

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