



Group Chief Executive Officer (CEO)
Strategic Leadership Opportunity at Purchasing Consortium Southern Africa

Location: Midrand, South Africa

Reports to: Board of Directors

Purchasing Consortium Southern Africa (PURCO SA NPC and PURQ Pty Ltd.) is seeking an exceptional, visionary, results-driven Group Chief Executive Officer to steer our organisation into its next chapter of strategic growth and operational excellence. This pivotal role calls for a visionary strategist with a strong track record in executive leadership, organisational performance and stakeholder engagement.

If you are a dynamic executive who thrives in complex, fast-changing environments, we invite you to bring your vision, experience, and leadership to PURCO SA and shape the future with us.

Key Responsibilities – PURCO SA

Strategic Leadership

- Provide strategic leadership by aligning operational plans with the Board's objectives.
- Drive organisational effectiveness and continuous improvement to ensure financial sustainability.

Governance and Compliance

- Oversee all operations, ensuring compliance with legal, regulatory, and governance requirements.
- Champion ethical practices and accountability across the organisation.

People and Leadership Development

- Develop, mentor, and retain a high-performing team.
- Foster leadership, accountability, and growth at every level of the organisation.

Stakeholder Engagement and Relationship Management

- Build and sustain strong stakeholder relationships with member institutions, suppliers, and partners.
- Represent PURCO SA as a trusted partner in the higher education sector.

Organisational Culture and Values

- Promote a culture that reflects PURCO SA's values.
- Encourage excellence, innovation, and reward productivity.

Marketing and Growth

- Lead innovative marketing initiatives to enhance organisational visibility, reputation, and growth opportunities.
- Champion entrepreneurial approaches to expand service offerings and generate new revenue streams.

Key Responsibilities – PURQ

Strategic Leadership

- Develop and execute PURQ's strategic vision and business plan to ensure continued growth and market leadership in higher education qualification and enrolment verification services.
- Identify emerging trends, opportunities, and risks in the education verification and data services sector to guide strategic decisions.
- Drive innovation in the technology platform to maintain a competitive edge in real-time qualification and student enrolment verifications.

Operational Oversight

- Ensure the efficient operation of PURQ's technology platform, including automated authentication systems, e-commerce integration, and data backup procedures.
- Oversee the seamless processing of qualification verification requests, including manual verification for non-electronic qualifications, to guarantee rapid turnaround times.
- Monitor operational performance metrics, ensuring accuracy, reliability, and security of data services provided to all user segments.

Financial Management

- Oversee PURQ's financial performance, including revenue from commercial users, invoicing, and payment processing through the integrated e-commerce platform.
- Ensure budget adherence, cost control, and long-term financial sustainability.
- Identify and pursue new commercial opportunities, partnerships, and revenue streams.

Stakeholder Engagement and Business Development

- Maintain strong relationships with key stakeholders in Financial Sectors
- Represent PURQ and build brand reputation as the leading provider of qualification and enrolment verification services.

Compliance and Risk Management

- Ensure all operations comply with relevant data protection, privacy, and regulatory requirements.
- Oversee risk management strategies for system security, data integrity, and user activity tracking.
- Guarantee that all verification processes are ethical, accurate, and legally compliant.

Technology and Innovation

- Drive continuous improvement and innovation in PURQ's digital platforms to enhance user experience and operational efficiency.
- Evaluate and implement new technologies that improve automation, data processing, reporting, and analytics capabilities.
- Ensure the platform remains secure, reliable, and scalable to support growing user demand.

Qualifications & Experience:

- BCom Hons degree and MBA as a minimum.
- Minimum 10 years' senior executive experience, with proven strategic leadership skills.
- Strong knowledge of business management, financial and accounting principles, HR, project management, procurement strategies and marketing principles.
- Demonstrated entrepreneurial track record in developing and implementing successful growth strategies.
- Demonstrated ability to manage complex stakeholder relationships and drive cost-saving initiatives.
- High emotional intelligence, exceptional communication skills and strong negotiation abilities.
- Experience in an IT environment that monetizes data especially in the area of graduate qualifications and student enrolment information.
- Experience in organisational effectiveness, strategic planning and budgeting.
- Experience of working in an ISO 9001:2015 environment.

Attributes:

- Visionary and decisive leader with strong business acumen and entrepreneurial mindset.
- Customer-focused, with a track record of managing challenging client relationships.
- Skilled in conflict management, team building, motivating diverse teams and inspiring innovation.
- Creative marketer able to identify emerging opportunities and position the organisation for competitive advantage.
- Resilient, adaptable and willing to travel frequently within South Africa.

Why Join PURCO SA?

You'll have the opportunity to make a lasting impact on an organisation that serves a dynamic and diverse membership base, while leading a dedicated team committed to operational excellence and innovation.

PURCO SA – website: <https://purcosa.co.za/>

PURQ SA – website: <https://www.purq.co.za/>

How to Apply:

Submit your CV and a cover letter detailing your suitability for the role to Heidrick & Struggles, the executive search firm handling the engagement **via email: purco@heidrick.com** by **17 October 2025**.