

WE ARE HIRING

INNOVATE
DURBAN 

Partnership Lead

Position : Partnership Lead

Salary : Market-related commensurate with experience

Location : Durban

Duration of contract: 3 years (with an option to renew)

Who we are and why work for us?

Innovate Durban is a Non-profit Organisation aimed at supporting innovators and developing the innovation and entrepreneurial ecosystem in KwaZulu-Natal.

We are a young company with a bunch of people who are passionate about innovation and highly motivated to implement programmes that support innovators in Durban. We are driven by a continuous need to deliver high quality work and work that adds immense value and impacts the lives of others. Furthermore, collaboration within our company and with others is a critical part of how we work. Our work is fast paced, forward looking and highly rewarding!

We are needing to grow our team to ensure that we continue to deliver high value projects that meet the need of innovators. So, if you are a motivated, innovative individual, that is open to collaboration and has good work ethic and integrity, then you may fit right in!

Purpose of the position:

The Purpose of the position is to grow and diversify Innovate Durban's partner base, which consists of funders, partners and customers in order to grow the revenue for the organization.

Outcomes of the position – what does the Partnership Lead need to accomplish?

The Partnership Lead will

1. Make effective initial connections using planned, organized and measured business development strategies to attract new partners
2. Build trust and develop long-term relationship with the partners through consistent and rich engagement
3. Actively convert leads and opportunities into new business, funding and partnerships with agreed revenue targets
4. Meet partner's requirements in line with organizational objectives
5. Ensure that the marketing of the organization is executed to promote the organization and is aligned to the objectives of the organization

Key Competencies

Successful Characteristics:

- Strong work ethic and high level of integrity
- Discipline, Organisation and Planning: Plans, organises, schedules and follows up in an efficient and productive manner. Focuses on key priorities and stays on track.
- Innovative: looking at projects with a new perspective
- Perseverance: never giving up and striving to overcome every obstacle on your journey
- Tactful and diplomatic
- Builds trust and confidence
- Is excited by being a contributing member of a high performance team
- Proactivity: Acts without being told what to do. Brings new ideas to the Business.
- Collaborative: able to work well together within a team and with stakeholders
- Attention to detail
- Results oriented

Experience & Skills:

- Communication: Must speak and write articulately. Maintains this standard in all forms of communication including emails.
- Good leadership skills: ability to set the tone of projects and provide clear vision about its objectives
- Good decision-making skills: capable of thinking quickly and acting decisively
- Task delegation: ability to judge your teams skills and assign tasks in accordance to strengths
- Problem solving: mastery of handling issues in the most effective way
- Must speak English fluently.
- Strong interpersonal skills
- Negotiation skills
- Must have a minimum of 4 years experience in B2B partnerships and be able to demonstrate that you are able to open doors with new prospective partners
- Must be able to engage with senior executives both virtually and in person.
- Must have a minimum of 4 years experience in project management to set goals, plan and manage projects, manage the risks
- Must have at least 2 years professional proposal writing experience
- Must have business intelligence experience: knowing and understanding all about the organisation's services and products
- Marketing and sales skills and experience
- Financial management: budgeting, forecasting, income and expenditure tracking, reporting – a minimum of 3 years experience
- Team management: min of 3 years experience in managing project teams

Additional requirements:

- Driver's license and own car
- Advantageous: Experience working with digital project/sales/funder management tool
- Experience using online project management tools
- MS Office proficiency
- Advanced writing skills

How to Apply :

Apply directly on the below LinkedIn link:

<https://www.linkedin.com/jobs/view/3443752050/?refId=H0Sayx2bRiWsXw6z1RdnKQ%3D%3D&trackingId=H0Sayx2bRiWsXw6z1RdnKQ%3D%3D>

Only LinkedIn applications will be allowed and the post will be removed once we receive our target number of job applications so we urge interested applicants to apply.

NOTE: ONLY SHORTLISTED CANDIDATES WILL BE CONTACTED Please note that information collected will be treated confidentially and used for its intended purposes only in line with Innovate Durban's POPIA Policy that can be found on our website www.innovate.durban