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## HEAD OF PARTNERSHIPS, INJINI

### JOB DESCRIPTION

<b>Start date</b>	As soon as possible
<b>Location</b>	Injini, 4th Floor, The Bandwidth Barn, Woodstock Exchange, 66 Albert Road, Woodstock, Cape Town, South Africa
<b>Department and team</b>	Partnerships Team (External)
<b>Accountable to</b>	CEO
<b>Responsible for</b>	Partnerships and Reporting manager; Partnerships & marketing intern
<b>Working hours</b>	Monday to Friday, 8am-5pm, with occasional overtime expected
<b>Compensation</b>	Market-related (3+ years of experience)

### About Injini

Injini is an EdTech Incubator, providing business support and investment in EdTech entrepreneurs to further education outcomes across Africa. We select a cohorts of ambitious EdTech startups from across Africa for an incubation programme in Cape Town (South Africa), extending funding and dedicated support from an experienced team, industry experts and skilled business mentors. Thereafter, we continue to support high-potential alumni startups as they scale their businesses.

Additionally, we provide support to the EdTech ecosystem across Africa by running weeklong bootcamp programmes in partnership with key local hubs and hosting Roundtable events to promote the evidence driven use, investment and creation of EdTech innovations.

We are a fast moving company, with big ambitions - looking to disrupt traditional education paradigms and support innovative business models within the EdTech space in Africa. We are looking for a Head of Partnerships who will cultivate strong relationships with key stakeholders for Injini & Injini's portfolio companies. The right candidate will be eager to make a big contribution to a small team and take advantage of the leadership opportunities that provides.

Find out more about our portfolio [here](#) or visit our [website](#).

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## The Role

This is a leadership role within Injini. You will be at the forefront of helping to build the most-successful EdTech companies in Africa and get an unparalleled opportunity to travel across the continent, build an extensive network of technology startups, investors, and government; while developing your skills in innovative education, enterprise development, venture capital and impact investing. As the head of partnerships, you'll be responsible for cultivating relationships for both Injini start-ups and Injini. Additionally, you'll be responsible for positioning Injini in the EdTech ecosystem and ensuring Injini has a seat at the table in an evolving landscape.

You'll gain new skills that will be invaluable to building fast-growing startups, venture capital, impact investing, international development and innovative education. This position will be rewarding, challenging, and highly flexible allowing you to lead and design projects to help Injini and the startups get answers to their most challenging problems. No week will be the same and you must be flexible, comfortable trying out new ideas, and have an insatiable curiosity.

## Who You'll Work With

As the Head of Partnerships, you will oversee a team of two, a *Partnerships and Reporting manager* and the *Partnerships & marketing intern*. In addition, you will work closely with the Head of Operations, and will report directly to the CEO. You'll be joining a team that went to elite universities in Africa and the US, with a diverse array of backgrounds in the development space.

## Key Responsibilities

**1. Your key responsibility as Head of Partnerships is to provide leadership and oversee all aspects of external partner relationships. This includes:**

- Creating and executing external collaboration strategy
- Cultivating new relationships for Injini and portfolio companies while nurturing existing relationships
- Participating in and leads ecosystem events (Roundtables, Sprint weeks, Conferences)
- Leading the final reporting efforts to all stakeholders
- Develop the overall approach to Injini's public-facing engagement strategy

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**2. As line manager to 2 direct reports, you will also be responsible for managing and mentoring these emerging business development professionals, and ensuring that their primary duties, described below, are well executed:**

- Partnerships & Reporting manager - coordination and management of partnership relationships and ecosystem support, responsible for reporting functions to stakeholders
- Partnerships & Marketing associate - administration around partnerships and ecosystem support, delivering and optimization of social media and quarterly newsletter strategies

**3. As part of a small team, you'll also support other team members on a number of tasks such as:**

- Attending and presenting at meetings with key Injini stakeholders such as funders and the board of directors
- Sharing expertise (where relevant) to guide Injini startups & alumni during strategy sessions with the Injini leadership team
- Staying up to date with trends in EdTech including funding opportunities and events
- Organising and hosting major events such as the programme launch and demo-day

### **Desired background**

- Minimum of an undergraduate degree with 3+ years of subsequent work experience
- Excellent record of academic achievement
- Exceptional business development & relationship building skills
- Ability to work collaboratively in a team environment
- Demonstrated ability to identify and cultivate relationships with key stakeholders and industry influencers
- Experience in successfully managing direct reports
- Demonstrated interest in education, technology, startups, entrepreneurship, and social impact
- Work experience in technology startups OR elite professional services (e.g management consulting, finance), elite corporate and venture capital OR impact investing; All backgrounds will be considered
- Experience of working across Africa is a bonus

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## Desired qualities

- Results focused & capable of developing a strong vision, getting buy-in from your team and translating it into detailed execution
- Thinking outside the box - whether it's crafting a compelling pitch deck for a potential partner, seeing new ways existing opportunities could be developed, or developing new & creative ways to showcase the capabilities of Injini & Injini's startups
- Ability to carry out a workstream from ideation through successful execution
- Excellent communication, group facilitation, public speaking & stakeholder management capabilities
- Strong network & in-depth understanding of the technology, entrepreneurship & education sectors in Africa, OR a strong desire to build these relationships
- Strong work ethic, calm under pressure, 'can do' and entrepreneurial attitude
- Must be flexible on travel, giving presentations on behalf of Injini, and attending evening events
- Passion for education and alignment with our mission and vision essential
- Strong knowledge of, and preferably personal connection to, the African continent