



Job Description

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| Job Title | Job Location | Category |
|-------------------------------|--------------------|----------|
| Head of Partnerships - Uganda | Kampala | - |
| Job Type | Job level | Industry |
| Full Time | Head of Department | Fintech |

Open to Expatriates

Only Open to Tanzanian Nationals

Minimum Requirements

| Min Budget | Max Budget | Primary Industry |
|--------------------|------------------|--------------------|
| - | - | Fintech: 1 Years |
| Secondary Industry | Primary Category | Secondary Category |
| - | - | - |
| Certificate | Qualification | |
| - | - | |

Summary

We are looking for an experienced Head of Partnerships who is passionate about our mission of driving financial inclusion in Tanzania. An ideal candidate will be responsible for Partners acquisition and retention, as well as increasing our brand presence and driving new sales. In this role, you will own and manage relationships with existing partners as well as form new ones. In addition, you will define and execute joint solution development and go-to-market initiatives with these partners. You will have the opportunity to identify, prioritize, and establish new types of partnerships Banks, Fintechs, etc

Responsibilities

- Work with our partners and internal teams (sales, customer success, marketing, legal, product, and engineering) to optimize joint selling and marketing strategies for driving revenue through the partner ecosystem
- Develop, monitor, and adjust the strategy, ideal partner profiles, and practices to continuously improve results
- Strategic planning and reporting to the board
- Establish clearly defined goals for each partner relationship, and update and maintain proper reporting metrics and funnel management
- Perform quarterly partner reviews of established goals
- Enable partners through assets and relationship management
- Oversee co-marketing campaigns, including the production of collateral, webinars, and events
- Be accountable for sourced and influenced revenue, partner success KPIs, and retention and integration adoption
- Take ownership of building the entire partnership function, and clearly communicating the value to other departments and leadership
- Be willing to perform hands-on work while the team is growing

Education & Qualifications

Education background in the relevant field

Requirements

5 to 6 years of business development experience, 3+ years of partnership experience in a bank or Fintech

- Proven record of building successful partnership relationships that drive real results
- Passionate about technology and business strategy
- Clear communicator with an ability to inspire internal and external stakeholders
- Ability to successfully and efficiently manage a wide variety of relationships
- History of driving revenue and managing projects in a high-growth, rapidly evolving organization

Reporting To

Country Manager

Driving Licence

Not Required

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