



Executive: Business Partnerships

Who we are

The Collective X (TCX) is at the forefront of tackling South Africa's critical shortage of digital skills. As a dynamic not-for-profit organisation, we meaningfully connect the supply and demand of South African digital skills by facilitating the right training, at the right time, for the right price, to impact our future in the right way.

Spearheaded by a team of seasoned professionals with extensive backgrounds in social impact, government, private sector, and programme management and supported by a profiled and experienced board that provides financial and governance oversight, we are on track to inject 10,000 new digital jobs for marginalised young people into the economy.

While still a young organisation, The Collective X is very well supported by several philanthropic and business organisations, guaranteeing stability and sustainability over the coming years. With a rapidly expanding network of donor partners and robust support from the business community, senior leaders, and business influencers nationwide, we are experiencing rapid scale and are poised for significant impact.

Join us in our mission to revolutionise South Africa's digital landscape and make a tangible difference in the lives of its people. At The Collective X, you will be part of a cutting-edge organisation in a fast-paced environment, where innovation thrives and meaningful work with impact is at the heart of everything we do.

Roles & responsibilities

To lead and manage the market partnerships function, deliver impactful solutions and grow market participation by businesses in Collective X.



- **Leadership**

Leading and managing TCX's market enablement function.

Building and managing a high-performing and results-driven partnerships and implementation team.

- **Decision Making**

Making high-level decisions that will enable and enhance TCX's growth and impact.

- **Market enablement**

Identifying opportunities in the private sector to grow TCX's impact and ecosystem participation to achieve its strategic objectives.

Executing on the business partner strategies and goals, ensuring seamless delivery, agility and innovation.

Identifying and on-boarding new employer and training provider partners.

Negotiating and closing contractual arrangements with partners for implementation.

- **Impact and efficiency**

Evaluating and optimising internal processes and workflows to enhance operational efficiency and market impact.

Implementing operational and technology best practices to streamline operations.

Equipping the team with the knowledge, tools, and resources they need to engage with partners and deliver against TCX's strategic objectives.

- **Performance monitoring**

Analysing data and performance metrics to identify areas for strategic growth, impact and improvement.

Monitoring the team's performance against strategic milestones and performance indicators.





- **Stakeholder relations**

Building and maintaining strong external stakeholder relationships across business to increase market reach and achieve TCX's strategic objectives.

Feeding business market insights into the overall knowledge management team in TCX.

Ensuring that partners needs and expectations are aligned with TCX's strategic objectives.

Addressing stakeholder problems and adapting to changing market needs.

Upholding brand TCX in all stakeholder engagements.

Required qualifications

- A relevant degree.

Experience & competencies

- 10+ years relevant experience working in the private sector with external stakeholders.
- Highly proficient in Microsoft office.
- Highly proficient in presenting and public speaking.
- Excellent oral and written communications abilities in English.
- Excellent interpersonal skills, flexibility, adaptability and ability to work effectively as a member of team.
- Strong organisational skill and ability to effectively handle multi tasks and meet strict deadlines.
- Good working knowledge of best practice in business partnership and stakeholder management.
- Ability to foster a constructive and customer focused team culture.

Please send your application to nthabiseng@thecollectivex.org

Closing Date: 14 February 2025

