



Senior Manager: Business Partnerships

Who we are

Collective X is a not-for-profit organisation driving South Africa's national digital skills strategy to transform and improve the training and employment of our country's youth for digital jobs.

Our mission is bold: to create 500,000 high-value digital jobs for marginalised young South Africans by 2030. We drive change through three key pillars: transforming skills financing, enabling the market, and providing knowledge, innovation, and thought leadership.

As the coordinating intermediary of the national digital skills plan, our objective is to enable ecosystem-wide participation and ownership where government creates policy and regulatory frameworks that incentivise skilling for in demand digital roles and the conversion to employment. Training providers produce high-quality, employable candidates at the right time and cost. Employers support young candidate development through practical on-the-job work experience and by creating real entry-level job opportunities.

At Collective X, you'll be part of an organisation positioned at the centre of South Africa's digital transformation. Working in a fast-paced, impact-driven environment, you'll contribute to building a thriving digital skills market that creates truly inclusive participation and meaningful economic change.

Roles & responsibilities

To leverage strategic partnerships and data-driven insights to scale Collective X's market impact. This will be achieved through effective client relationship management, data & trends analysis and programme delivery excellence.

Client Management

- Leading and supporting implementation of client and partner-facing initiatives across the business partnerships portfolio, reporting to the Executive of Business Partnerships



Strategic market analysis and programme management

- Conducting comprehensive market analysis to identify opportunities and drive Collective X's strategic goals into the marketplace. Ensuring all programmes are delivered on time and within budget while maintaining quality standards. Key focus areas include ecosystem ownership of Collective X targets which include but are not limited to jobs, new partners, types of partners such including small, medium and large employers and sector specific partners.

Impact

- Identifying demand opportunities to grow Collective X's employer partner participation and impact and driving conversion.
- Conducting market research and trend analysis to anticipate client needs and Collective X ongoing relevance and value add in the marketplace.
- Scalable client engagement solutions and models beyond high touch engagements.

Stakeholder relations

- Building and maintaining strong employer partner relationships, through multiple approaches, to increase market reach.
- Developing and executing stakeholder engagement strategies based on stakeholder mapping, influence analysis, and relationship intelligence
- Proactively identifying new employer partners.
- Ensuring that employer partner needs and expectations are aligned with Collective X's strategic objectives.
- Supporting other market partners, such as training providers and industry bodies.
- Addressing stakeholder problems and adapting to changing market needs.
- Upholding brand Collective X in all stakeholder engagements.
- Expanding partnership networks through digital channels.





Programme delivery

- Executing on Collective X's employer partner activities and milestones, ensuring seamless delivery and responsiveness to business needs and expectations.
- Supporting the implementation team on contractual arrangements with employer partners.
- Tracking and ensuring employer partners meet their contractual obligations for Collective X's co-investment initiatives.

Data analytics and performance intelligence

- Maintaining comprehensive client and market data systems (SharePoint and Salesforce CRM)
- Developing analytical frameworks for market segmentation and demand forecasting
- Creating data-driven insights through industry analysis for decision-making
- Utilising dashboards and reporting systems for real-time performance monitoring
- Feeding analytical insights into 's knowledge management system for organisational learning

Required qualifications

- A Bachelors degree in Economics, Business or related fields is advantageous

Experience & competencies

- 5+ years relevant client-facing experience in business development, stakeholder or partnership management and/or management consulting
- Strong established professional networks within private, government, or development sectors
- Highly proficient in Microsoft office and AI
- Proficiency in CRM systems advantageous (Salesforce preferred)
- Highly proficient in presenting and public speaking skills





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- Excellent oral and written communications abilities in English with the ability to translate complex data into actionable insights
 - Excellent interpersonal skills, flexibility, adaptability and ability to work effectively as a member of the team
 - Strong organisational skills and ability to effectively handle multi tasks and meet strict deadlines
 - Good working knowledge of best practice in business partnerships and stakeholder management
 - Ability to foster a constructive and customer focused team culture

How to apply

- Please send your resume to nthabiseng@thecollectivex.org by no later than 15 April 2026
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