



### **EXCELLENT CAREER OPPORTUNITY – DIRECTOR OF PARTNERSHIPS**

ZEP-RE (PTA Reinsurance Company) is a specialized institution of the Common Market for Eastern and Southern Africa (COMESA) established to service and develop the insurance and reinsurance industry within the Region. We are seeking a high caliber knowledgeable and results-oriented professional for the position of Director of Partnerships.

#### **Job Purpose**

To drive sustainable growth in both business and development impact by cultivating strategic partnerships, spearheading ESG initiatives in alignment with industry standards, lead communication to enhance brand reputation both in the financial sector and the development community and shape the future of the industry through thought leadership.

#### **Responsibilities & Accountabilities**

##### **PARTNERSHIPS**

- Develop and execute a comprehensive partnership and fundraising strategy to drive business growth and development impact.
- Identify and prioritize potential partners based on their alignment with the company's goals, values and needs, their capabilities, market trends and the competitive landscape.
- Cultivate and nurture strong relationships with key partners, including negotiations, contract development, regular discussions, reporting and regular meetings to ensure successful and mutually beneficial partnerships.
- Develop and implement robust and innovative models and avenues for resource mobilisation, expansion, and continuous value creation from the partners.
- Collaborate cross-functionally to facilitate seamless integration and execution of partnership initiatives, ensure effective flow of relevant information internally within ZEP-RE and externally between ZEP-RE and partners, and support opportunities for synergies that maximise results.
- Establish and monitor key performance indicators (KPIs) to measure the success and impact of partnerships and provide regular, data-driven reports on partnership performance for informed decision-making.
- Stay abreast of industry trends, competitor activities, and market dynamics to identify new partnership opportunities and enhance the existing ones.

##### **ESG**

- Drive the development and implementation of robust ESG initiatives, aligning with SDGs and collaborate with internal teams and external partners to ensure adherence to ethical and responsible business practices.

##### **COMMUNICATION**

- Lead the development and execution of the company's communication strategy to assist to achieve both business results and development impact.
- Oversee external and internal communications, ensuring consistency, transparency, and positive brand representation, focusing on with key business and development partners.
- Drive thought leadership through the ZEP-RE academy and represent and promote ZEP-RE's interests in various forums and in conversations with influential stakeholders.
- Provide leadership and guidance to the departmental team and prepare and effectively manage the departmental budget.

### **Minimum Requirements**

- Master's degree in social sciences, Economics, Finance, International Development, Public Policy, or MBA.
- At least 10 years' experience with 5 years in a leadership role in partnerships
- Fluent in English, additional language skills, especially French and German is an advantage.

### **Competencies and Attributes**

#### **PARTNERSHIPS**

- History of successfully developing and managing international partnerships in a similar leadership role.
- Track record of successful fundraising
- Understanding private sector development, experience in development finance is an advantage
- Strong negotiation and contract management skills.
- Proven ability to manage a variety of key initiatives across locations concurrently.

#### **ESG**

- Understanding and experience with ESG issues
- Understanding and experience with measuring and reporting development impact
- Experience with a SDGs

#### **COMMUNICATION**

- Experience managing corporate communications.
- Experience with thought leadership
- Advanced communication and interpersonal skills
- Cultural sensitivity, diplomacy
- Financial Acumen
- Networking

### **Relationships and working contacts.**

Internal – Managing Director, EXCO, Staff

External – Public and private partners; Donors, DFIs, Development agencies, Governments, State owned and private companies

### **Work Environment**

Office based.

Candidates who meet the above requirements should submit applications to the HR & Admin Manager by **e-mail** attaching a detailed CV, scanned copies of academic & professional qualifications, current **remuneration** and three referees by Friday, 19<sup>th</sup> January 2024 to: [recruitment@zep-re.com](mailto:recruitment@zep-re.com)

**ONLY SHORTLISTED CANDIDATES WILL BE CONTACTED**