

Business Partnerships Lead at Safaricom Kenya

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Company: JobWebKenya

Location: Kenya

Category: business-and-financial-operations

Job Description

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Safaricom is the leading provider of converged communication solutions in Kenya. In addition to providing a broad range of first-class products and services for Telephony, Broadband Internet and Financial services, Safaricom seeks to uplift the welfare of Kenyans through value-added services and support for community projects.

Summary

Reporting to the Head of Business Partnerships this role is responsible for identifying and executing strategic partnership opportunities for Safaricom with focus areas being in Big Tech Partnerships, Local/Regional and Government Digitization. The Business Partnerships Lead will work with internal and external partners to co-create/develop innovative new commercially viable products, platforms, and business models on which transformative products and services that will help millions of Kenyans will be built. (S)he will propose, structure, and execute strategic partnership initiatives, joint operations, joint ventures.

Key Responsibilities

Strategy Development: To define, build, and execute an integrated partner strategy.

Collaborate with The Head of Business Partnerships and stakeholders across Safaricom on development of business and product strategies, translate business and product strategies into partner strategies, and identify partnerships that can grow our business including how we can accelerate our Mission and product roadmap.

Transaction Execution: Identify, evaluate, and prioritize specific opportunities in support of

the broader partnership strategy including developing the business case for a partnership (strategic rationales and economics), creatively structuring and negotiating partnership terms. Communicate with all stakeholders at all stages of the partnership process to secure buy-in and approvals.

Partnership Execution: Monitor partnership performance and track efficacy relative to expectations post-close. Maintain ongoing relationship with partners to ensure compliance and commitments are fulfilled.

External Partnerships: Maintain a network of relationships across the industry with partners, potential partners, competitors, investors, thought leaders, etc. Leverage relationships in opportunity identification and execution. Plan and facilitate conversations with our partners to understand mutual opportunities, their requirements, pain points and ways to address these with relevant product offerings.

Partnership Pipeline: Develop and maintain a Partner development program including GTM strategies. Success will be measured based on your ability to turn good ideas into successful businesses and to drive significant revenue impact through effective joint co-creation and GTM/co-selling.

Industry Expertise: Be a very knowledgeable on competitive and market dynamics, product trends, start-ups (local, regional and global) and technology trends (e.g. AI, IoT, VR/AR, Blockchain) including how they can be applied in Kenya, Africa and the world as a whole.

Innovation: Identify key constraints and innovative opportunities for business development, diversification, and growth.

Agile: Champion an agile mindset, continuous improvement and ensure adherence to agile leading practices.

Core competencies, knowledge and experience

Deep understanding of partnership lifecycle management.

Demonstrated experience in building partnerships that deliver outcomes with Big Tech and Local/Regional Systems Integrators.

Business strategy and market development expertise with deep analytical and business

modelling skills.

Deep understanding of product, technology, and creating great customer experiences.

Deep understanding how to create a new business offering from scratch via different forms of partnerships and strategic investments while keeping focus on market share and revenue growth.

Deep understanding of the technology and telecommunications competitive landscape in Kenya and Africa as a whole.

Strong knowledge of the global communication market and related technologies.

Leading cross-disciplinary teams and driving key business and market development initiatives from creation to implementation.

Ability to lead, influence and drive results in a complex technical and business environment.

Ability to work in a start-up environment where processes, services and business models have not been fully defined.

Ability to communicate and influence all levels from senior executives on down and all functions (such as engineering, marketing, finance and legal).

Experience working with governments and international organizations.

Excellent and creative written and oral communication skills. Outstanding problem-solving, negotiation, presentation, and selling skills.

Strong analytical skills, with financial and business planning experience, including developing budgets, financial models, and strategic analysis.

Key interpersonal traits: motivation, creativity, adaptability, unquestionable ethics and integrity, and a willingness to take calculated risks.

Expertise in structuring, negotiating, contracting and managing complex commercial partnerships.

ICT Industry Knowledge: Deep understanding of the ICT landscape, including emerging technologies, trends, and market dynamics.

Project Management: Familiarity with project management methodologies and tools to effectively plan, execute, and monitor partnership initiatives.

QUALIFICATIONS

Bachelor's degree in business, marketing, IT or related field.

5+ years of experience in partner management, business development, or partner channel development in the technology industry or related experience.

Master's degree in Business Administration, Business Science, or an advanced degree in Science, Technology, Engineering, and Mathematics (STEM) or a related field will be a added advantage.

Effective communication skills are critical and the ability to present complex ideas and concepts to a wide range and size of audiences, from sales and marketing managers to CEO level, is a must.

Inclusive and collaborative – driving teamwork and cross-team alignment.

Strong discipline in business management, achieving sales targets and operational excellence.

Deep understanding of digital transformation business drivers, network Infrastructure, cyber security, workplace productivity and collaboration tools, cloud platforms, capabilities and solutions, that generate partner growth and innovation.

Experience working with Enterprise customers and partners in various industries.

Exceptional ability to articulate both business and technical value of Safaricom ICT Services/Solutions to senior business and technical decision makers.

Track record of creating repeatable and scalable sales motions.

Demonstrated experience and success engaging with senior executives.

Ability to work in an abstract, cross-organizational boundary and cross-discipline manner.

Strong experience of managing virtual teams across functions and geographies.

Deep understanding of Safaricom technologies is also a plus.

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