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Business Development and Partnerships Manager

Hiring organization
Genesys Tech Hub

Employment Type
Full-time

Job Location
Enugu, Nigeria

Date posted
July 22, 2025

Description

The Business Development and Partnerships role is critical to driving our growth strategy by identifying, securing, and managing strategic partnerships, unlocking new market opportunities, and deepening our engagement with key stakeholders across sectors. The ideal candidate should be a proactive self-starter, passionate about innovation, and able to translate opportunities into sustainable collaborations that deliver value.

Responsibilities

- Identify and evaluate new business opportunities and strategic partnerships.
- Lead outreach to corporate, development, and ecosystem partners.
- Develop compelling partnership proposals, pitch decks, and presentations.
- Manage end-to-end partnership cycles—from initial engagement to onboarding and implementation.
- Work with internal teams (e.g., programs, comms, tech) to execute partnership deliverables.
- Track and report performance metrics for partnerships and business development activities.
- Represent the organization at industry events, conferences, and stakeholder meetings.
- Stay updated with trends in the innovation, startup, and development sectors.

Qualifications

- Bachelor’s degree in Business, Marketing, Economics, or a related field (Master’s is a plus).
- Minimum of 2–5 years’ experience in business development, partnerships, fundraising, or related fields.
- Strong communication and proposal-writing skills.
- Demonstrated ability to build and maintain relationships with senior-level stakeholders.
- Excellent negotiation and presentation skills.
- Knowledge of the startup, technology, or development ecosystem is an added advantage.