Company

Emzingo transforms high potential business women and men into Responsible Leaders, prepares individuals to seize global opportunities, and connects business and the citizen sector. Emzingo uses social impact projects and a leadership development curriculum as vehicles to transform individuals. Through the NexGen Fellowship Program, Emzingo Fellows enhance business and entrepreneurial skills, gain a deeper understanding of the social sector, and become more reflective and self-aware. Emzingo aims to be a top global leadership development firm and a partner of choice to improve the organizational capacity of the social enterprises we work with.

We are currently looking for a Country Team Leader in South Africa to manage our existing programs and position Emzingo for continued expansion. Her/his principle task is building up Emzingo’s presence in South Africa. The Country Team Leader must possess keen entrepreneurial ambition, with an understanding that she/he has a unique opportunity of working for a social enterprise start-up. Progress and development within the company will be directly linked to her/his performance on the ground.

Job Description – Country Team Leader

The Country Team Leader will have the following responsibilities:

Program Management

- Manage logistics and coordination of housing, transport, communications, and program venues, while negotiating group deals with appropriate vendors
- Act as liaison between Fellows and Vendors during program periods
- Identify ways to cut costs and gain efficiencies with operations and logistics matters
- Execute program curriculum with appropriate partners and content providers
- Manage program feedback from Fellows
- Continuously seek out and negotiate new opportunities to improve the program curriculum. Participate in curriculum development and execution when necessary

Field Partner Development

- Identify and evaluate potential new field partners; maintain contact with field partners in between programs
- Work with field partners to develop and scope projects
- Act as a client relationship manager between organization and Fellows, address any issues that arise during the program, and review/evaluate deliverables during the program
- Manage feedback process from partners
- Assess absorption/implementation of previous Fellows’ work and organizational impact (when applicable)

Partnership Management

- Identify and assess corporations with presence in South Africa as sponsors and approach accordingly
- Present partnership pitches to corporate sponsors
- Manage relationship with corporate sponsors once they are on-board
• Reach out to new potential partner organizations to provide mentors and coaches
• Assess, identify, and coordinate with mentors and coaches and manage assignment to Fellows

Business Development

• Identify additional commercial opportunities for Emzingo to develop in South Africa
• Build relationships with priority organizations and ultimately sign a contract
• Manage marketing and branding activities in South Africa

South African Advisory Board

• Identify and develop a South Africa specific advisory board for Emzingo
• Organize regularly scheduled meetings with Advisory Board once created

Qualifications

Skills - Required

• Ability to manage multiple projects simultaneously
• Strong presentation and facilitation skills
• Ability to engage a broad and diverse set of stakeholders
• Comfortable working and communicating with different audiences and can persuade others to action
• Strong understanding of South African business, politics, and culture
• Ability to work under pressure and meet tight deadlines
• Comfortable working within uncertain and ambiguous environments
• Ability to work autonomously and is self-directed

Skills – Preferred

• Strong quantitative skills and ability to manage budgets
• Ability to work in a virtual team
• Experience managing other members of a team

Experience

• Bachelors degree required, Masters preferred, 3+ years of work experience in one or more of the following areas: entrepreneurial setting, non-profit, management consulting, corporate operations, program management, business development or sales

Personality

• Outgoing, with an ability to build relationships, and is team oriented
• Must have a passion for leadership development and for social impact
• Enjoys learning new things, problem solving with limited resources
• Likes to work with and learn about other cultures
• Acts ethically and with integrity in both her/his professional and personal life

If you believe this job description suits your strengths, and you have a profound desire to work in the social entrepreneurship space, please apply by sending your C.V. along with a cover letter outlining your qualifications and intent, to Careers@emzingo.com. The deadline to apply is December 9, 2011.