

## Strategic Partnerships Executive (m/f)

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MarketMakers is the youth employment project supported by the Swiss Government and implemented by the consortium Helvetas Swiss Intercooperation and Kolektiv/Posao.ba. MarketMakers project is part of the Swiss contribution to the transition of BiH towards a socially inclusive market economy and a decentralised, democratic political system, with the longer-term perspective of European integration. The project overall objective is to stimulate private sector growth in selected markets leading to the creation of new job opportunities for young women and men. We are looking for a new team member

### STRATEGIC PARTNERSHIPS EXECUTIVE (M/F)

Kolektiv Ltd - Agency Posao.ba is in charge for the selection process

#### Your profile:

- Bachelor Degree
- Excellent knowledge of English in speech and writing
- Self-starter, with proactive mindset, confident and able to translate strategic decisions into concrete actions
- Excellent interpersonal and communication skills with strong soft-sales mentality and negotiating ability, flexible with readiness to compromise about the vision and priorities
- A mentality to get things done, results-driven, strong organisational, multi-tasking, and time-management skills, able to prioritise workload and works well under pressure to meet deadlines and manage expectations
- Takes a consultative approach focuses on asking questions, active listening, and crafting creative ideas from start to finish
- Effective working in a team and independently with the collaborative mentality
- Able to operate effectively in a complex stakeholder environment, comfortable with corporate politics with a good sense for the big picture.

#### Your tasks:

- Responsibility for the project's investee pipeline, including the generation of investees leads and the building of relationships with private sector actors
- Strategic communications, including introducing and representing the project in new arenas
- Development of alliances with public sector bodies and the policy sphere
- Actively looking for synergies with other organisations and development projects
- Market mapping and stakeholder management
- You may be expected to travel up to 20% of the time (driving licence desirable but not essential).

#### Your benefits:

- Be part of a team that appreciates proactivity, creativity and dedication

- Work on interdisciplinary activities in a business environment
- Competitive compensation and benefits depending on the results achieved.

Applications with attached CV and Cover Letter to be sent via this [LINK](#)

**Lokacija:** Sarajevo  
**Datum objave:** 13. Feb 2019.  
**Datum isteka:** 28. Feb 2019.