



UNIVERSITY OF ZAMBIA

JOB OPPORTUNITY

Applications are invited from suitably qualified and experienced persons to fill the following position at the University of Zambia.

JOB TITLE: DIRECTOR BUSINESS, STRATEGY & PARTNERSHIPS

PURPOSE: The Director will be responsible for driving the University's business growth initiatives, strategic planning and partnerships with Industry, Government, and International Institutions, ensuring alignment with the Institution's strategic objectives and long-term sustainability, while fostering long sustained relationships with the alumni.

RESPONSIBILITIES

- i) Lead the development and implementation of a comprehensive business strategy aligned with UNZA's mission and vision.
- ii) Collaborate with senior leadership to set measurable goals, assess institutional strengths and identify growth opportunities.
- iii) Evaluate market trends, academic needs, and global shifts to keep UNZA at the forefront of educational innovation and development. Review their standard of performance on weekly basis to establish deviations.
- iv) Identify, develop, and oversee new revenue streams, including consultancy and commercial ventures.
- v) Implement strategies to maximize university resources, facilities, and intellectual property for sustainable income generation.
- vi) Monitor and report on key performance indicators and metrics to evaluate financial outcomes and strategic impact.
- vii) Identify, develop and oversee new revenue streams through partnerships and collaborations.
- viii) Cultivate and manage relationships with external stakeholders, including industry leaders, government agencies, non-profit organizations, and international institutions.
- ix) Establish and expand public-private partnerships to support academic programs, research initiatives, and student development.
- x) Lead negotiations and secure mutually beneficial agreements to advance UNZA's strategic goals.
- xi) Conduct and oversee market research to assess competitive positioning, emerging trends, and potential market disruptions.
- xii) Act as a brand ambassador for UNZA, representing the university in key forums and increasing its visibility in national and international arenas.
- xiii) Collaborate with the marketing and communications teams to strengthen UNZA's brand and outreach initiatives
- xiv) Build and maintain strong and lasting relationships with the University' alumni, recognizing them as vital assets to enhance the institution's impact and reputation.
- xv) Develop strategies for resource mobilization, including grant proposals, funding campaigns, and collaboration with development agencies.
- xvi) Work closely with the University's finance and development teams to enhance funding opportunities and manage resource allocation.

QUALIFICATIONS

- i) Grade 12/Form V School Certificate with five "O" levels including English.
- ii) Bachelors' degree in Business Administration, Strategic Management, Economics, Public Administration or any relevant field of study.
- iii) Masters' degree in Business Administration, Strategic Management, Economics, Public Administration or any relevant field of study. A PhD in any business strategy and partnership related field would be an added advantage.
- iv) Ten (10) years of relevant experience in business development, strategic planning and partnerships, with at least five (5) years in senior leadership role. Proven experience in building and maintaining alumni networks is highly desirable. Experience in the higher education or public sector would be an added advantage.
- v) Must be Computer literate

APPLICATION PROCESS

Only candidates who meet the specified requirements need apply to the address indicated below, enclosing their detailed Curriculum Vitae, names and addresses of three (03) traceable referees, copies of professional qualifications, National Registration Card and Contact addresses/telephone/e-mail details. The position applied for must be clearly indicated on the applications which should be addressed to:

**The Registrar
The University of Zambia
Great East Road Campus
P O Box 32379
LUSAKA**

Closing date: 5th December, 2024. Only short-listed applicants will be contacted.

The University of Zambia is an Equal Opportunity Employer.

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