

JOB DESCRIPTION:

STRATEGIC PARTNERSHIP MANAGER – AFRICA

Company: Dure Technologies

Location: Nairobi

Employment Type: Full-time

About Dure Technologies

Dure Technologies is a leading innovator in digital health solutions, specializing in AI-powered tools for diabetes care and chronic disease management. We are committed to leveraging technology to improve health outcomes across Africa and beyond. As we expand our footprint in Africa, we seek a dynamic Strategic Partnership Manager to drive growth and collaboration.

Position Overview

The Strategic Partnership Manager for Africa will play a critical role in building and managing partnerships with governments, NGOs, donors, healthcare institutions, and private sector stakeholders across African countries. The role demands strategic thinking, strong relationship-building skills, and a deep understanding of the digital health ecosystem and regulatory landscape in the region.

Key Responsibilities

- Identify, engage, and secure strategic partnerships that align with Dure Technologies' mission and growth objectives in Africa.
- Develop and execute partnership strategies with Ministries of Health, international agencies, donor organizations, and private sector players.
- Manage existing partnerships to maximize value and ensure successful collaboration and project delivery.
- Represent Dure Technologies at conferences, forums, and stakeholder meetings to promote the company's solutions and vision.
- Collaborate with cross-functional teams (product, marketing, technical) to align partnership activities with business goals.
- Monitor and analyze market trends, competitor activities, and regulatory developments within Africa.
- Prepare partnership proposals, concept notes, and reports for internal and external stakeholders.

- Support grant writing and fundraising initiatives by providing strategic partnership insights and contacts.

Qualifications

- Bachelor's degree in business, Public Health, International Relations, or related field; Master's preferred.
- Minimum 5 years of experience in partnership management, business development, or program management in the health or technology sector, preferably in Africa.
- Strong network and experience working with governments, donors, NGOs, and private sector actors in Africa.
- Excellent communication skills in English (written and spoken).
- Demonstrated ability to negotiate, influence, and manage complex partnerships.
- Knowledge of digital health, AI applications, and health systems strengthening is an advantage.
- Self-motivated, results-oriented, and capable of working independently in a fast-paced environment.

What We Offer

- Opportunity to contribute to cutting-edge digital health innovations impacting millions across Africa.
- Flexible working arrangements and supportive team environment.
- Competitive salary and performance-based incentives.
- Professional development and growth opportunities.