

Position Title: Manager Partnerships and Collaboration

The Manager Partnerships and Collaboration will be responsible for identifying, developing, and managing strategic partnerships and collaborative initiatives that advance Ignite's mission. The role requires high-level engagement with national and international stakeholders, including government agencies, corporates, venture capital firms, development partners, and academic institutions, to foster innovation and drive sustainable growth in Pakistan's technology and startup ecosystems.

Location: Islamabad, Pakistan

Organization: Ignite – National Technology Fund

Reporting to: General Manager (Projects)

Experience Required: At least 7-10 years of relevant experience in partnerships development, business development, innovation management, public-private collaborations, or a related domain.

Qualification: LLM (Mercantile law), MBA, Masters in Accounting & Finance, Masters in Economics or Masters in International Relations.

Key Responsibilities

- Identify, develop, and manage strategic partnerships with local and international organizations.
- Lead negotiations and finalize MoUs, partnership agreements, and collaboration frameworks.
- Design and implement partnership strategies to support startup acceleration, innovation, and digital skills development initiatives.
- Represent Ignite at national and international forums, promoting Ignite's programs and exploring new collaboration opportunities.
- Develop proposals for joint initiatives with donors, corporates, innovation agencies, Academia and ecosystem enablers.
- Build a strong network with venture capitalists, accelerators, innovation hubs, Academia and development sector organizations.
- Prepare new projects queue for review and preparation of the projects by the Projects Team.
- Monitor and report on partnership performance and outcomes against KPIs.
- Contribute to strategic planning, policy formulation, and international cooperation initiatives.
- Maintain up-to-date knowledge of global best practices in public-private innovation partnerships.

Key Skills and Competencies

- Strong relationship management, negotiation, and communication skills.
- Deep understanding of innovation ecosystems, startup financing, digital skills, and technology policy landscapes.
- Ability to design and operationalize strategic partnerships.
- Excellent written and verbal communication skills.
- Strong project management and multitasking abilities.
- High-level stakeholder engagement and public speaking skills.
- Ability to work independently and collaboratively in a dynamic environment.