

VACANCY AT WESSA

Corporate Partnerships Officer

Brief Overview of the Position

WESSA seeks a results-driven and relationship-focused Corporate Partnerships Officer to develop, manage, and grow strategic relationships with corporate partners and sponsors. This role is central to diversifying WESSA's income streams and aligning businesses with environmental impact, sustainability goals, and corporate social investment (CSI) priorities.

Key Performance Areas Include:

- Identify, prospect, and cultivate new corporate partnership opportunities aligned with WESSA's mission and programmes.
- Develop tailored sponsorship and partnership proposals that align WESSA's offerings with corporate CSI, ESG, and sustainability strategies.
- Manage and grow an existing portfolio of corporate partners, ensuring high levels of engagement, satisfaction, and renewal.
- Manage end-to-end corporate partnership lifecycle: outreach, negotiations, agreement finalisation, activation and reporting.
- Negotiate partnership agreements, sponsorship packages, and memoranda of understanding with corporate stakeholders.
- Coordinate with programme staff to develop impactful partnership deliverables, including employee engagement activities, co-branded initiatives, and site visits.
- Maintain partnership schedules, track deliverables, and prepare monthly/quarterly reports and impact updates for partners.
- Represent WESSA at networking events, industry forums, and corporate engagement platforms.
- Maintain an up-to-date donor database of all corporate contacts, partnership records, and pipeline activity.
- Collaborate with the Marketing & Communications team to ensure partner visibility and recognition across WESSA's platforms.
- Contribute to annual corporate income targets and fundraising strategy development.

Qualifications:

- A relevant tertiary qualification in Business Development, Marketing, Environmental Studies, Communications, or a related field.

Experience:

- Minimum 5 years of experience in business development, corporate fundraising, sales, or partnership management.
- Proven experience working with corporate clients in the NPO, conservation, or sustainability sector.
- Experience with ESG frameworks, CSI strategy, and corporate sustainability reporting (advantageous).

Skills:

- Strong interpersonal and relationship-building skills with the ability to engage confidently at senior corporate level.
- Excellent written and verbal communication and presentation skills.
- Strategic thinking with commercial acumen and an understanding of corporate motivations for environmental partnership.
- Ability to develop compelling, customised proposals and partnership packages.
- Proficiency in MS Office and CRM platforms.
- Self-motivated, target-driven, and able to manage multiple partnerships simultaneously.

Location: (Where will the individual be based):

The individual will be based at one of WESSA's offices in Cape Town or Johannesburg with travel required for corporate engagement.

NOTE: WESSA is an equal opportunity employer. We encourage applications from individuals of all backgrounds and experiences. WESSA reserves the right not to make an appointment to the post as advertised.

Please forward your application to:

WESSA Human Resources, via email to: applications@wessa.co.za

Please state **Corporate Partnerships Officer** in the subject line; and submit your covering letter, CV and any supporting documentation as a combined, single PDF file.

Closing date of applications: 16h00 SAST, 04 May 2026