

External Advertisement

Overview of the entity

The Eastern Cape Rural Development Agency is a schedule 3C entity in terms of the Public Finance Management Act, 1 of 1999 as amended, with a mandate to promote, support and facilitate rural development in the Eastern Cape province.

Position	:	Head of Strategy, Capital Raising and Partnerships
Task Grade	:	18
Reporting line:		Chief Executive Officer
Location	:	East London (Head Office)
Duration	:	Permanent

Main purpose of the position

The purpose of the position is to lead the development and execution of the organization's long-term strategy and growth initiatives, ensuring full alignment with the mission to increase funding for rural enterprises. The position is to further drive the identification, evaluation, and securing of diverse funding opportunities, oversees project development, packaging, and investor pitching, and establishes clear KPIs to measure strategic, fundraising, and partnership outcomes, reporting progress, risks, and opportunities to the CEO and Board.

Minimum requirements:

Educational

- Master's degree in Finance, Commerce, Business Administration (MBA), Economics, or Strategy.

Driving

- Code 08 driver's license

Experience:

- 10 years working experience.
- 3 - 7 years' experience in capital raising, strategy and partnerships
- Experience with complex financial models, investment structuring and risk management within the commercial and enterprise development context.

KNOWLEDGE COMPETENCY AND ATTRIBUTES

- Advanced or superior knowledge and understanding of relevant policy and legislation
- Advanced or superior understanding of institutional governance systems and organizational performance management
- Advanced or superior understanding of commercial enterprises
- Knowledge of policies, regulations and National and Provincial Treasury requirements
- Excellent understanding of organizational development principles and strategies
- Demonstrated strong commercial acumen and deep knowledge of both private sector investment practices and public/development sector funding models
- Advanced knowledge of organisational strategy development, monitoring, evaluation and reporting.
- Change Leadership
- People management
- Communication
- Stakeholder engagement and management

DUTIES

- Capital raising by identifying and evaluating funding and investment sources
- Prepare high quality investment proposals

- Lead negotiations on behalf of the organisation with potential investors and or funders
- Develop resource mobilisation strategy
- Identify and evaluate strategic partnerships
- Negotiate and monitor partnership agreements
- Develop and maintain partnership database
- Lead the development, monitoring and review of the organisation's strategy
- Ensure compliance with relevant legislation and directives in relation to the reporting timelines
- Lead the coordination of the reporting on the APP, AOP and Annual report
- Coordinate timeous response to the parliamentary questions
- Stay up to date with latest policy developments and legislation requirements such as Public Private Partnerships (PPPs) and ensure that ECRDA comply with relevant policy and legislative requirements.
- Develop and implement research strategies aligned with organizational goals.
- Identify key research questions and design methodologies to address them.
- Stay updated on industry trends to inform research direction.
- Oversee research projects from inception to completion.
- Manage timelines, budgets, and resources effectively.
- Ensure quality control and adherence to ethical standards
- Risk management

Remuneration

A market related salary is offered

GENERAL INFORMATION

The application, which should as minimum contain a covering letter, CV, Employment application form, Certified copy of your Identity document, Qualifications and Driver's license must be submitted to recruitment@ecrda.co.za

For more details, please contact Mr L. Mtumtum on 0664724002.

NB:

- Without prejudice, correspondence will be limited to the short-listed candidates.
- Further be informed that if an applicant does not hear from ECRDA within 30 days, please accept that your application was unsuccessful.
- ECRDA reserves a right to appoint or not to make an appointment.
- Interviews will be conducted in person, unless stated otherwise.
- Administrative enquiries may be directed via email to mtumtumL2@ecrda.co.za
- Canvassing will lead to disqualification of an application.
- ECRDA has an employment equity plan which will be considered when making the appointment into this position.

Date of issue : 26 January 2026

CLOSING DATE: 6 February 2026, before 16h30, late applications will not be accepted.