



RESOURCE MOBILISATION MANAGER

Amref Health Africa is an international African organisation founded in Kenya in 1957. Our headquarters are in Nairobi with major programmes in Ethiopia, Kenya, South Sudan, Tanzania and Uganda, and two regional hubs in Southern and Western Africa based in South Africa and Senegal respectively. Working with and through African communities, health systems and governments, Amref Health Africa aims to close the gap that prevents people from accessing their basic right to health. Amref Health Africa is committed to improving the health of people in Africa by partnering with and empowering communities. Our Vision is **Lasting Health Change in Africa**. Amref Health in Africa is seeking to hire qualified person to fill the position of Resource Mobilization Manager.

Role Overview:

Reporting to Head of Programmes, The Resource Mobilization Manager is responsible for overall oversight and coordination of donor engagement and all fundraising and proposal writing. S/he uses an entrepreneurial approach in working with staff from Amref Health Africa in Uganda (including programme, finance, fundraising, and M&E) to develop and submit high quality institutional and high value donor proposals and tender bids that are aligned with defined priorities, demonstrate impact, and offer value for money. S/he is proactive in identifying new and non-traditional sources of funding from a range of institutional donors and working to leverage Amref Health Africa's funding prospects. S/he builds the capacity of Amref Health Africa in Uganda staff to develop and manage strategic consortium partnerships with other NGOs and private sector organizations where appropriate. S/he will also oversee the development and implementation of Amref Health Africa in Uganda's Fundraising Strategy and Operational Plan.

Areas of Responsibilities

1. Organizational Development, Strategy and Communication

- As a member of the Senior Management Team (SMT), participate in SMT meetings and contribute to the overall development, implementation and review of the Amref Health Africa in Uganda, Country Strategy, Fundraising Strategy and Plan.
- Maintain positive working relationships with SMT members and ensure there is effective coordination of all activities
- Represent Amref Health Africa In Uganda internally and provide inputs to all fundraising related activities when required, including participation on task forces, training courses and conferences
- Develop a Fundraising Strategy and Operational Plan that meets the strategic requirements of the CSP in consultation with the Country Director and key programme staff.

2. Donor Engagement and partnership building

- Networking, updating, and liaising with key in-country and international donors
- Provide effective coordination for the establishment of proposal development working groups with representatives from key stakeholders within and outside Amref Health Africa
- Advise programme and programme quality teams, finance, working groups on relevant donor requirements/compliance, potential funding opportunities, changes in donor priorities and ensuring quality grant management for all related projects.

- Act as the interface between finance and programme quality teams to ensure grant compliance
- Ensure fundraising staff have individual work plans and up to date development plans

3. Institutional and High Value Fundraising

- Building strong relationships with fundraising staff in Funding Affiliates and liaise with them on all fundraising-related communications.
- Work closely with all the Funding Affiliates and relevant programme departments to ensure high quality and timely submission of proposals and concept notes, Project Report/Project Progress Reports to donors and funding affiliate
- With support from programme team and Country Director identify and facilitate opportunities for relationship building with key donors
- Develop and manage strategic consortium partnerships with appropriate CSOs, academic organisations and private sector firms to leverage Amref Health Africa In Uganda's chances of success in competitive calls for proposals and tender bids
- Coordinate and oversee efforts to secure co-financing for all institutional and high value grants

Person Specification

Education, Language & Qualifications

- Minimum Masters degree in social sciences, humanities, development studies, human rights, political science or other relevant discipline
- Excellent English language skills (written, reading and spoken)

Essential Knowledge, skills and Experience

- Minimum of seven years' experience with an NGO in a senior programme funding position(s) involving proposal development and donor liaison
- Excellent writing, reasoning and analytical skills
- Capacity building experience including training and skills development
- Experience of developing successful proposals and/or tender bids to the EU, USAID, DFID and the UN as well as other institutional donors including but not limited to NORAD, SIDA, DANIDA GIZ, Italian Cooperation.
- Experience of developing successful proposals to private donors – trusts and foundations, high net worth individuals and/or corporates
- In-depth understanding of logical frameworks as a tool to develop theory of change and intervention logic
- Excellent interpersonal, communication and negotiation skills to work effectively in a multi-cultural environment, often at a distance
- Ability to prioritize own workload and work with minimal supervision
- Ability to lead complex proposal development teams

How to Apply:

Please send an updated CV including three work related referees and cover letter addressed to the Human Resources Manager, Amref Health Africa in Uganda through jobs.amrefuganda@amref.org Emails should not exceed 2MB. The closing date for submitting applications is **Friday July 27, 2018**. We regret that only short-listed candidates will be contacted.