



Job Opening

Global Partnerships Manager

1	IDENTIFICATION	
1.1	JOB TITLE	Global Partnerships Manager
1.2	GRADE	D4
1.3	REPORTING TO	Group Partnerships and External Affairs Director
1.4	DEPARTMENT/PROGRAM/PROJECT	Partnerships and External Affairs
1.5	PHYSICAL LOCATION	Nairobi

Amref Health Africa is the largest international health development organization based in Africa. Working with and through African communities, health systems and governments, Amref Health Africa's vision is for lasting health change in Africa and is committed to improving the health of people in Africa by partnering with and empowering communities, and strengthening health systems. With headquarters in Kenya, Amref Health Africa has offices in Ethiopia, Uganda, South Sudan, Kenya, Tanzania, Southern Africa and West Africa providing services to over 30 countries. Employing over 700 staff and with an annual operating budget of approximately \$90 million, Amref Health Africa is a knowledge resource for donors and partners. For more information visit our website www.amref.org

Job Summary

The **Global Partnerships Manager** will be responsible for providing support in the implementation of a robust strategic partnerships to promote the Amref brand and profile globally. In addition, the jobholder will be responsible for building strategic alliances and partnerships.

Main Responsibilities:

- Support the implementation of Amref's global partnership strategy to increase Amref's engagement of partners for Africa;
- Engage global partnership leads in developing and sharing of strategic partnership models;
- Identify and build strategic alliances and partnerships to support Amref's thought leadership agenda;
- Lead in acquisition, negotiation and maintenance of private sector, foundation and bilateral donor partnerships for Africa;
- Drive global partner relationship management efforts to maintain & grow existing corporate and other partner relationships;
- Collaborate with cross-functional teams to structure and execute Amref's initiatives and partnerships;
- Build country office staff capacities and sensitization on private sector partnerships and resource mobilization;
- Identify business opportunities with prospective and new partners for Amref enterprises, including supporting the development of a resource mobilization plan for Amref International University;
- Ensure that corporate engagements, new & existing transition to use Enterprise products;
- Lead the AHAIC secretariat on behalf of Amref, while managing and engaging with key stakeholders;

- Serve as key resource staff for partnerships and participate in working groups;
- Develop work plans for strategic partnerships;
- Initiate/lead forums to advance Amref's corporate priorities;
- Work with partners to ensure that their communications and joint programs/initiatives build Amref's visibility and global presence;
- Build and strengthen Amref's unique proposition value to partners

Required Qualifications:

- Master's degree in Administration, Public Relations, Communication or related field;
- Bachelor's degree in Administration, Public Relations, Communication or related field;
- Relevant professional qualification;
- Member of a relevant professional body

Experience

- Over ten (10) years' relevant experience with over five (5) years in a management role.
- Proven experience with partnership engagement management

Knowledge and Skills

- Excellent communications and public speaking skills
- Problem solver
- Ability to develop long term integrated and cross functional operational plans.
- Broad knowledge of the Amref programmes and strategic focus.
- Strategic and innovative with ability to sell the vision of the organisation.
- Ability to operationalise strategy into action for the organisation as whole.
- Strong knowledge and understanding of partnerships
- Strong leadership skills, executive disposition, and demonstrate high levels of integrity.
- Self-starter with confidence and ability to engage with stakeholders at different levels,

How to apply:

Interested? Please visit our website www.amref.org to make your application. You will be directed to our online portal where you will need to create an account in order for you to be able to submit your application. Your application should include a cover letter detailing why you are the best fit for this position and your CV with relevant skills and experience. **Deadline for submission: 15th June 2021.** Please note that only shortlisted candidates will be contacted.

Duly note that Amref Health Africa does not require applicants to pay any money at whatever stage of the recruitment and selection process and have not retained any agent in connection with recruitment.

Amref Health Africa is committed to safeguarding and promoting the welfare of children, young people and vulnerable adults and expects all staff to share this commitment. Amref Health Africa is an equal opportunity employer and has a non-smoking environment policy.