



JOB DESCRIPTION

IDENTIFICATION	
JOB TITLE	Strategic Partnerships and Resource Mobilization Director
REPORTING TO	Country Director
DEPARTMENT/UNIT	Resource Mobilization
DURATION OF CONTRACT	Two Years
DUTY STATION	Addis Ababa, Ethiopia

JOB PURPOSE

The Strategic Partnerships and Resource Mobilization Director will lead partnership cultivation, organizational visibility, public relations, and resource mobilization, contributing to the realization of Amref Ethiopia's vision and mission. S/he will implement strategic partnership and resource mobilization strategies to maintain/expand a diversified partnership base and funding sources, leading to a growing, financially stable, and self-sustaining organization with increased impact and reach.

This position will be responsible for building strategic alliances and partnerships with external entities, including public and private funders and partners, to promote Amref Ethiopia's brand and visibility and create opportunities for collaboration and investment. S/he will lead Amref Ethiopia's income growth and funding base by implementing the organization's resource mobilization, new business development, and social enterprise efforts. S/he will manage the business development pipeline and provide oversight and quality assurance throughout the proposal development process, from opportunity identification through proposal submission. S/he will be responsible for executing successful fund development and financial growth strategies and securing annual and multi-year funding from key donors and other funding streams. In addition, s/he will oversee external communications to ensure alignment with strategic partnership and resource development, creating internal synergies with programs, collaboration, and leveraging organizations knowledge management and insight generation.

Reporting to the Country Director, s/he will be part of the Senior Management Team (SMT), leading the strategic partnership and resource mobilization pillars of the Country Strategic Plan, aligning partnership and resource mobilization efforts to program needs, and contributing to operations and human capital excellence. S/he will supervise a business development manager, a communications manager, and a ventures officer.

PRIMARY RESPONSIBILITIES

Strategic Partnership Development

- Lead cultivation of strategic partnerships with government, CSOs, INGOs, donors, private sector partners, and other relevant entities, including non-traditional partners across different sectors aligned with Amref Ethiopia's vision and mission.
- Support Amref Ethiopia's global partnership strategy implementation to increase partner engagement.
- Lead in acquisition, negotiation, and maintenance of private sector, foundation, and bilateral donor partnerships.
- Create partnership engagement platforms to showcase Amref Ethiopia's impact in communities and health systems.
- Collaborate with in-country cross-functional teams to structure and execute Amref Ethiopia's partnership initiatives.

- Collaborate with HQ's global partner-relationship management efforts to maintain and grow existing global and regional-level partnerships (e.g., corporate partners).
- Ensure Amref Ethiopia is represented in external fora relevant to strategic partnership, business development, and organizational growth.

Resource Mobilization and New Business Development

- Lead execution of Amref Ethiopia's resource mobilization strategy, including new business development and social enterprise initiatives; deliver on partnership and revenue generation goals.
- Support resource mobilization workplan implementation
- In consultation with Amref Ethiopia's Program and Finance teams, lead expansion and growth of the organizational pipeline based on identified areas for growth, including both new and existing public and private funders (e.g., bilateral funders, foundations, non-traditional partners).
- Facilitate strategic prioritization and decision-making on funding opportunities, informed by sound competitive analysis.
- Lead positioning, capture, and proposal development efforts for priority funding opportunities; coordinate proposal development processes, serve in other proposal team roles as needed (e.g., writer), and ensure the production of quality, responsive, compliant project proposals.
- Lead negotiations with local, regional, and international partners on priority funding opportunities.
- Collaborate with program, knowledge management, and operations teams to develop/strengthen business development systems and processes.
- Build Amref Ethiopia staff business development capacity as needed.
- Collaborate with Amref's Corporate Business Development team on regional opportunities; engage Amref's Europe and North America Business Development entities in their fundraising and institutional grant development efforts to grow Ethiopia's portfolio.
- Oversee implementation of Amref's venture initiatives by identifying/creating sustainable revenue models on select products and services spin-offs from existing programs; develop them into independently viable commercial products, leading to increased and diversified revenue.

Communications

- Oversee implementation of strategic communication plans that support organizational objectives, with a focus in strategic partnership and resource mobilization.
- Provide the communication team with targeted content for communication and marketing campaigns, messaging, and branding initiatives to promote the organization's services and offerings.
- Oversee the creation of compelling content for various platforms, including press releases, articles, blog posts, and social media, aligned with partnership and resource mobilization priorities.
- Ensure alignment of communication strategies with the organization's mission, vision, and brand guidelines. Ensure consistency and accuracy in messaging across all communication channels.

REQUIRED QUALIFICATIONS AND EXPERIENCE

Education and Professional Qualifications

- Master's degree in Administration, Public Relations, Communication or related field.

Required Professional Qualifications and Experience

- At least twelve (12) years' relevant experience, at least seven (7) years demonstrated professional experience in strategic partnerships and fundraising from major government donors, multilateral agencies, corporate donors, and/or foundations (e.g., US government, EU donors, large private foundations).
- Strong networking and relationship-building skills; demonstrated ability to form productive working relationships with a wide range of external and internal colleagues (e.g., program, technical, awards compliance, finance).

- Experience in data-driven decision making and planning relating to strategic partnerships and resource mobilization.
- Proven record of success in institutional, foundation, individual, and/or corporate partnership building.
- Excellent English written and verbal communication and negotiation skills.
- Familiarity with the international NGO sector and understanding of major public and private donor perspectives.
- Strong project management skills.

Knowledge, Skills, and Competencies

- Excellent communications and public speaking skills
- Problem solver
- Ability to develop long-term integrated and cross-functional operational plans.
- Ability to sell the vision of the organisation in strategic and innovative ways.
- Ability to operationalise strategy into action.
- Strong understanding of partnerships.
- Strong leadership skills, executive disposition, and high levels of integrity.
- Self-starter with ability to confidently engage with stakeholders at different levels.