Senior Manager Institutional Partnerships NTDs

Description

About CBM

CBM (Christian Blind Mission) is an international Christian development organization, committed to improving the quality of life of people with disabilities in the world's poorest communities. Based on its Christian values and over 100 years of professional expertise, CBM addresses poverty as a cause and a consequence of disability and works in partnership to create an inclusive society for all.

CBM partners with government and non-government organizations and Disabled People's Organisations (DPOs) to develop and implement programmes and projects such as low vision medical eye work, ear care, assistive devices development, mobility prosthetics and orthotics, community-based rehabilitation and inclusive development, disability-inclusive disaster risk reduction, community mental health, parent mobilization, and DPO strengthening.

About the Role

Neglected tropical diseases (NTDs) such as trachoma, elephantiasis, and river blindness put over 1.7B people worldwide at risk of disability, disfigurement, development disabilities, malnutrition, irreversible blindness, stigma, and mental health challenges. NTDs are usually found in tropical and sub-tropical regions and are both causes and consequences of poverty.

CBM has been working to alleviate suffering from NTDs for over 30 years and is committed to working with national ministries of health to deliver on the vision of the NTD roadmap 2021-2030. To support their ambitions to accelerate service provision where they are most needed, they seek a Senior Manager Institutional Partnerships NTD to build, strengthen and advance relationships with current and new donor and program implementation partners. This position will lead partner cultivation and engagement opportunities for CBM with key actors in the NTD sector, including bilateral donors, philanthropic foundations, non-governmental organizations (NGOs), and corporate foundations in the United States or North America.

The Senior Manager aims to identify and track new partnerships for CBM in NTD programming and funding, support the development of proposals and concept notes as necessary, increase CBM's visibility and engagement with US-based donors and programme partners, and identify areas for a new engagement with existing partners, and position CBM-NTDs to participate in competitive opportunities for NTD operational research, innovation, or implementation grants.

The ideal candidate is a collaborative, self-motivated and driven global health/development professional with work experience in NTDs, global public health, partnerships management, relationship management, and solid understanding and experience in bilateral and multilateral funding.

The Senior Manager will be working closely with the Director of Institutional Donor & Philanthropy (IDP) division, the Head of NTDs, and other senior team members within CBM, and will collaboratively with senior team members of the IDP team, Inclusive Eye Health and NTDs team, and regional and country office colleagues.

Purpose of the Role

The Senior Manager will augment CBM's fundraising opportunities to help address and contribute to the growing needs of the persons with disabilities in the world's poorest communities, ensuring high-quality performance and alignment with CBM's strategy.

This position will find creative avenues to identify fundraising opportunities and areas where the organization can demonstrate its value and relevance; and will introduce, position, and represent the vision of CBM with institutional donors and relevant stakeholders. This entails developing effective relations with donors, partners, development organizations, voluntary agencies, in-country media, donor agencies, and other stakeholders. The goal is to influence the institutional donors to partner with CBM.

Duties and Responsibilities

Networking and Communications

- Meet and build relationships with major bilateral and multilateral health funders within the US/North America
- Cultivate and strengthen relationships with a wide variety of partners, including U.S.-based and international donors, and bilateral and multilateral agencies, in close coordination with the Director IDP, and other colleagues.
- Build relationships with primary contractors of bilateral and multilateral funding
- Represent CBM at conferences, networking meetings, and events to network with potential funding partners
- Effectively communicate the benefits of CBM's mission and service to prospective partners

Fundraising and strategy development

- Provide leadership in developing and scaling up CBM fundraising opportunities in the US
- Research priorities, procedures, and opportunities for potential bilateral and multilateral funding partners
- Conduct strategic analysis to identify mission-aligned opportunities to apply as sub-grantee
- Work with IDP colleagues to identify strategic funding opportunities via bilateral and multilateral agencies
- Support the development of proposals, reports, and concept notes
- Performs related responsibilities as required

Skills and Experience

As the Senior Manager of Institutional Partnerships NTD, you identify with the vision, mission, and core principles of CBM and will have the following combination of skills and experience:

- Exceptional interpersonal and networking skills
- Proven track record of success with bilateral and multilateral funding
- Familiarity with bilateral and multilateral donor funding mechanisms, policies, and procedures
- Strong research, writing, and presentation skills
- Ability to manage multiple projects simultaneously in a deadline-driven environment
- Ability to work collaboratively across departments, cultures, and time zones
- Strong organizational skills, detail-oriented, and ability to work collaboratively and independently with minimum supervision
- Collaborative approach that includes working with multiple internal and external stakeholders
- Solid understanding of and experience working with global health issues
- Experience in grant writing
- Experience working with private foundations, bilateral or multilateral donors, and other international development agencies, a plus
- Work experience in low-resource settings, a plus

Languages

- English proficiency
- French is an advantage

Meta Fields