



<b>Position Title:</b>	Manager of Partnerships and Philanthropy
<b>Department:</b>	Development
<b>Reporting to:</b>	Director of Development
<b>Location:</b>	Hybrid – office and virtual
<b>Last updated:</b>	November 15, 2022

## Background

Amref Health Africa is Africa's leading health NGO. We partner with communities in over 35 countries to sustainably strengthen health systems and improve access to life-saving care. Our vision is of a world where high-quality healthcare is accessible and affordable to all.

Amref Health Africa is at a crucial juncture, in Canada and globally. We are in the fortunate position of being able to invest in our fundraising capacity - and we are ambitious, aiming to significantly increase the amount of unrestricted funding we raise from individual supporters in European and North American markets, Canada included. This represents a radical and decade-long shift towards a new paradigm for the global Amref family. We know that a bold, values-led development strategy will be the cornerstone of this growth. It is therefore an exciting time to be joining Amref Health Africa in Canada: you will be building on the groundwork done to date, growing and diversifying our donor base – including Foundations, corporations and institutional donors –and you will play a key role in moving us towards sustainability.

We are looking for a dynamic philanthropy expert with a proven track record who is excited by growth and charting new territory, inspired by critical thinking in the area of international cooperation and global health, and who will be a critical part of moving Amref Health Africa in Canada (Amref Canada) to its next chapter.

## Position Summary

The Manager of Partnerships and Philanthropy will provide professional fundraising expertise to Amref Canada, with a focus on foundations, corporations, institutions, and major donors. This position is responsible for planning, developing, and evaluating the partnerships and philanthropy strategy for Amref Canada, and ensuring that it fits within the Strategic Development plan for Amref Canada and within Amref Canada's overall strategic plan. This role will be responsible for fostering and soliciting new and existing gifts and sponsorships from foundations, corporations and institutions, and for spearheading the major gifts program.

## Major Responsibilities

### Strategy and planning

- Develop an annual partnerships and philanthropy strategy that aims to grow our gifts from foundations, corporations and institutions, as well as major donors.
- Create and execute a detailed implementation plan for the partnerships and philanthropy strategy.
- Outline metrics and key performance indicators (KPIs) to assess the implementation of the plan.
- Contribute to the planning of stakeholder engagement activities in support of Amref Canada's overarching vision and mission.
- Act as the main liaison between Amref Canada and Amref Health Africa's global Business Development colleagues.

## Technical expertise

- Manage a portfolio of foundation and institutional donors, including cultivation, solicitation and stewardship activities.
- Identify, cultivate and solicit new fundraising prospects.
- Support with high level research into potential donors.
- Develop comprehensive, creative and tailored proposals/partnerships, including optimizing corporate revenue potential (i.e. philanthropy, workplace giving, etc.).
- Work with the Development team to support Board of Directors giving plan, including identifying and developing fundraising strategies.
- Work with others across Amref to ensure high quality impact reporting, to nurture donor involvement, interest, and support.
- Contribute to organisational reporting on Philanthropy and Partnerships activities and income for the Board.
- Develop and maintain a broad network of contacts that can assist Amref Canada meet its goals.
- Act as an ambassador and attend events as required.

## Qualification

- Post secondary degree.
- 5-8 years experience contributing to high-growth philanthropy teams.
- Proven experience securing major gifts and sponsorships.

## Knowledge and Skills

- Experience of successfully operating in a fundraising team
- Strong understanding of fundraising principles and best practices
- Strong aptitude for the mechanics of fundraising, including pipeline management and leveraging a CRM to its full potential
- Experience in monitoring and assessing fundraising performance
- Monitor trends and provide relevant insights re: foundations and institutional donor landscape
- Excellent writing and presentation skills
- Exceptional interpersonal and relationship management skills
- Excellent organisational skills with high level of attention to detail
- Confident and strong team player with a positive 'can-do' attitude
- Strong time management skills with the ability to manage workload, prioritise and work comfortably to deadlines
- Capable of using own initiative to identify required tasks and make decisions without direct supervision
- Experience in the not-for-profit sector with a focus on international health development an asset
- Competencies for seeing the "Big Picture" of funding and the health landscape, including relationship building, trust development, consultation, collaboration, visioning, and partnership building
- Ability to use information technology effectively and efficiently.

**Relationship with other positions:** The Manager of Partnerships and Philanthropy reports to the Director of Development. They will work closely with Development team as well as the Communications team to ensure a streamlined and cohesive approach to Amref Canada's work.

**Working location:** The Manager of Partnerships and Philanthropy will work according to Amref Canada's hybrid working model. The position requires flexibility in work location and working hours to effectively coordinate with our global colleagues and ensure deadlines for deliverables are met. Flexibility on standard working hours must be clearly communicated and agreed upon by the Executive Director. Domestic and international travel is a part of this role and requires additional flexibility on working hours in line with Amref Health Africa in Canada's Human Resources policy.

**Compliance requirements**

Amref Health Africa Code of Conduct policy

Amref Health Africa Global Image Consent Policy

**Decision power/authorities:** The Manager of Partnerships and Philanthropy can make decisions in areas to do with identification of prospective donors and partnership verticals in support of foundation and institutional donor growth. In close collaboration with the Director of Development, the Manager of Partnerships and Philanthropy will make decisions on budget allocation to the various initiatives.