

ODA and Partnerships Development Sr. Manager - Job Advertisement

About EAA

Education Above All (EAA) aim is to contribute to human, social and economic development through quality education and other welfare programmes and initiatives. With a particular focus on areas affected by poverty, conflict and disaster, we will champion the needs of children and women and empower them to be active members of their communities. By meeting the demand for education, we will equip them to support sustainable development and to nurture environments of peace, security, justice and prosperity.

Working for Education Above All is more than just a job. It's the feeling of knowing that your work is contributing to making the world a better place for children and working with others who feel the same. If you share our mission, are passionate about making it happen and strongly believe you can contribute - then join us and you'll be in for a challenging and rewarding experience.

Role Purpose

We are looking for an ambitious and target driven expert to join our External Relations team as a Senior Manager Partnerships Development as we expand our capacity in the area of building partnership and leveraging resources to complement a new strategic growth plan.

The job incumbent will be mainly responsible for developing, managing, and optimizing EAA's relationships with bilateral and multilateral organizations who are part of the ODA system. Additionally, is responsible for the process of identifying, researching, assessing, negotiating, and managing these categories of organizations in conformity with EAA strategic goals and in consultation with the Executive Management.

The Senior Manager for Partnerships Development will assist to lead and set strategic directions to improve and expand EAA's partnerships as well as structure appropriate solicitation strategies that ensure critical resources for advancing the Foundation's work.

The Senior Manager for Partnerships Development will help to drive the foundation's strategic engagement and partnerships through the mobilization and leveraging of resources in order to maximize flexible, longer-term revenue in support of EAA's programmes, in line with the 2030 Global Agenda for Sustainable Development. Under the direction of the director, the incumbent will collaborate closely with EAA programmes and other outreach functions to strengthen their relations with key partners and expand their engagement.

Key Duties and Activities include but are not limited to;

- Manage the implementation of specialized, comprehensive, and analytical research on potential partnerships for EAA (i.e. partnerships under the Official Development Assistance (ODA) categories, philanthropic foundations, and universities) as well as any relevant categories in line with higher management instructions.
- Undertake adequate due diligence and screening process for potential EAA partners based on the identified guidelines.
- Formulate, manage and monitor the ODA and Partnerships sub department strategies and business plans to strengthen existing partnerships and form new partnerships under his/her responsibility
- Draft, develop and review partnership proposals and analysis as required in coordination with other relevant program and departments
- Manage the development of presentation tools and documents for potential partners.
- Manage the communications and negotiations with the potential partners and record correspondences as required.
- Design and implement the Partnership Framework and Procedures, ensuring partnership processes are followed, risk mitigated and relationships managed with quality and equality
- Conceptualize innovative ways for cooperation with potential partners to support achieving EAA's strategic objectives.
- Assist to ensure mechanisms are in place to regularly review and monitor the performance of the ODA & Partnerships sub-department and take appropriate corrective actions to achieve goals and targets.
- Operate and monitor existing partnerships to ensure smooth implementation of relevant projects and partnership outcomes.
- Review relevant strategies of ODAs and MDBs partners and identify common areas of development opportunities for the EAA. Troubleshoot any issues encountered and take the needed actions for improvements and optimization.
- Work as a part of one team to ensure achieving department's KPIs and objectives. Brainstorm and collaborate with other colleagues/teams for new ideas and initiatives.
- Support the External Relations Department and other EAA programs and departments by developing and implementing the EAA ODA Dashboard mapping of non-EAA ODA Projects implemented worldwide.

In order to be successful in this role you will bring;

Education;

- Master's degree in International Development, International Relations, Public Policy; or other related area. Equivalent professional work experience in the Strategic Partnerships area, combined with a university degree in a related field is acceptable.

Work Experience;

- Minimum of 12 years' of progressively relevant professional experience notably in the field of resource mobilization, including within the corporate sector, of which preferably 5 years of experience at the management level.

Language Proficiency

- Excellent oral and written communication skills in English
- Good oral and written communication skills in French

Other Requirements;

- Experience with the development of strategic framework in resource partnerships development and resource mobilization.
- Demonstrated experience, with established results, in the development of global partnerships and resource mobilization with institutional frameworks.
- Experience in risk assessment.
- Proven experience in establishing and maintaining professional networks with donors at international level.
- Experience with knowledge management tools and systems.
- Proven track record generating new revenue or successfully managing strategic partnerships at a global scale.
- Excellent understanding of development partnerships, resource mobilization, donor strategies, functions and international relations;
- Excellent inter-personal skills, and ability to maintain strong relationships, Strong cross-cultural skills and versatility in dealing with different types of partnership;
- Excellent problem solving and negotiation skills; ability to effectively collect, analyse, organize, distil and present information.
- Personal integrity with an honest and open personal style;
- Has strong organizational skills and the ability to multi-task
- Approachable, with an ability to engage partners at all levels; and
- Adherence to EAA's values, which are knowledgeable, Optimistic, Determined and Engaging.

Application Procedures

If you have the skills we need and are excited by the prospect of joining our team and helping us reach our goals, we would love to hear from you. This is a full-time role based in Doha, Qatar, which requires your relocation. Please send your application, including a CV, cover letter, examples of previous work achievements and your references (in English) to career@eaa.org.qa

The deadline for applications is **Thursday, 2 December 2021** Please ensure your application email has the subject heading of [Senior Manager, Partnerships Development] – [insert your name]

Only shortlisted candidates will be contacted and advance to the next stage of the selection process due to the large volume of applications we usually receive. If you have not received a reply we regret to inform that, we have continued with other candidates.

EAA uses communication technologies such as video or teleconference, e-mail correspondence, etc. for the assessment and evaluation of candidates, which will include interviews, tests, and/or writing assignments. Please note that candidates in the final selection step will be subject to background checks based on the information provided.