Executive Brief:
Head of Corporates and Foundations, Partnerships and Brands
The Power of Nutrition
Role Overview

Title: Head of Corporates and Foundations, Partnerships and Brands

Location: London, United Kingdom (with hybrid working anticipated)

Contract Terms: Permanent

Salary + Benefits: Salary starts at £60,000. All employees receive a standardised benefits package including Life Insurance, Pension, and Employee Assistance Programme access. An additional flexi allowance up to £3500 in value is available according to each employees individual needs (Ex. Private HealthCare, student loan support, tuition reimbursement, professional subscriptions, etc.)

About The Power of Nutrition

The Power of Nutrition’s vision is a world where every child has the right nutrition to achieve their full potential. Our purpose is to raise money and create partnerships to advance the fight against malnutrition in Africa and Asia.

By the end of 2022, we will have helped prevent 600,000 cases of stunting, achieving our headline target several years early, through funding and overseeing 19 large-scale nutrition programmes in 13 countries.

Since being established in 2015, we have:

- Reached 68 million of the world’s most vulnerable people with nutrition interventions, 300% more than our original target.
- Mobilised $534m for nutrition programming through our unique co-investment model and effective fundraising.
- Spent just 3 cents to generate the next $1 for nutrition programmes.

Undernutrition is the underlying cause of 45% of all child mortality. In Sub-Saharan Africa and Asia, nearly 4 in 10 children are growing up with stunted bodies and brains – and malnutrition levels are on the rise due to covid, conflict and climate change. Putting a stop to malnutrition is one of the best means we have to transform children’s health, education and livelihoods, in turn helping communities and countries escape the cycle of poverty. Yet, there is a $10.8 billion annual funding gap in global nutrition.

The Power of Nutrition is a unique partnership platform that brings together various organisations to help plug this gap and run best-practice nutrition programmes at scale. We work with investors including the Children’s Investment Fund Foundation, UBS Optimus Foundation, The Bill and Melinda Gates Foundation and donor governments including the UK, Ireland and Australia; as well as implementing partners including The World Bank, Islamic Development Bank, UNICEF, World Food Programme and a range of international NGOs.
Fundraising from corporates and foundations is critical to The Power of Nutrition’s success, so this is a key role within the team.

This is an exciting time to join The Power of Nutrition. You will play a critical role delivering our new Strategy for 2022-5 – Transforming global nutrition financing – which sees the organisation go beyond stunting to tackle all forms of malnutrition (stunting, wasting, micronutrient deficiency, overweight and obesity) in high-risk countries, expand into innovative financing and become more of a public good for global nutrition and a tenacious sector champion.

More information on our work can be found at www.powerofnutrition.org.

**Role Purpose**

The Power of Nutrition is looking for a creative, flexible, and highly-motivated **Head of Corporates and Foundations, Partnerships and Brands**. As a key member of the Partnerships & Brands Team, this individual will take a lead role in the organization’s business development, fundraising and partnership development, with a focus on corporates and foundations in Europe and North America and a vision to grow globally. The successful candidate will cultivate existing relationships with a variety of investors, while identifying and generating new and strategic partnerships to grow the PON’s portfolio. The right individual will have superior emotional intelligence with skills in developing and maintaining key stakeholder relationships. They will be a key contributor to the expansion of The Power of Nutrition’s global impact and reach and towards a world where every child has the right nutrition to achieve their full potential.
Duties and Responsibilities

Specific duties include but are not limited to:

**Development of Partnerships:**

- Work closely with the Director of Strategic Engagement to develop and execute a robust fundraising strategy. This will include the development of new strategic partnerships with leading institutional foundations, strategic family foundations, HNWI and corporates;
- Develop a pipeline of potential investors and manage a portfolio of partnerships. Particular focus will be given to understanding the landscape, identifying prospective partners and building the relationships with those identified to raise new funds;
- Carry a portfolio of relationships with donors and prospective donors. Understand the donors’ current interests and alignment with The Power of Nutrition’s strategy, develop the engagement strategy and work with the Programme & Investments team to articulate and package the programmatic concepts;
- Develop compelling written materials, such as proposals, outreach letters and letters of intent. Oversee quality control on all written fundraising materials and donor reports for assigned portfolio. Contribute to the creation and the delivery of presentations to prospects (with either the Director of Strategic Engagement or the Chief Executive Officer);
- Work with The Power of Nutrition’s investor partners to understand their requirements and needs and help to match these with the requirements and needs of implementing agency partners. Tailor approaches when necessary;
- Familiarize oneself with the investment opportunities being discussed with implementing partners and hotspot country focal geographies;
- Effectively contribute to the due diligence process with prospects and close binding contribution agreements;
- Work through and establish a personal fundraising target to be met within the reporting year with the Director of Strategic Engagement;
- Prepare regular reporting on fundraising progress.

**Sector knowledge and profile-building:**

- Knowledge and experience of: corporates, especially responsible business/CSR in large multinationals, foundations, and/or the international development sector.
- Develop an understanding of the political, nutrition and wider development landscape to identify additional opportunities for investments and potential funders to support this;
- Identify strategic opportunities for The Power of Nutrition to engage. Prepare necessary materials for such events in collaboration with the communications team.
- Represent The Power of Nutrition at external events, meetings and conferences. Analyze and engage with key funding and development trends and issues and how these trends relate to The Power of Nutrition strategic and growth objectives;
- With a variety of external audiences, act as a knowledgeable resource about The Power of Nutrition’s programmes and its priority areas.
**Membership of the team:**

- Comfortable working flexibly and effectively in a focussed team structure;
- Commit to continuing the advancement of The Power of Nutrition brand, messaging and communication;
- Work closely and collaboratively with The Power of Nutrition’s Programmes & Investments team.

**Education, Qualifications & Experience**

**Academic**

- Educated to degree level or higher in international development and/or business studies or equivalent experience

**Work Experience**

- Experience in strategic fundraising for international issues and in developing $500k+, ideally multi-million dollar, multi-year, multi-stakeholder partnerships with a variety of donor and partner types but particularly corporates, institutional foundations, HNWI, family foundations, and INGOs;
- Knowledge and understanding of corporations, foundations and/or the international development sectors. This to include responsible business and CSR in large;
- Knowledge of nutrition within the context of international development preferred;
- Working knowledge of Salesforce is desired;
- Demonstrable depth of experience in partnership management, and advocacy within the development sector;
- Familiarity with programme design and development;
- Previous experience working with or in building partnerships with the private sector;
- Experience working with a combination of European and/or North American stakeholders.

**Skills/Competencies**

- Excellent verbal and written communication skills in English;
- Excellent partnership and relationship building skills;
- Strong representational skills.
- Excellent IT skills, including Microsoft Office (Outlook, Word Excel and PowerPoint)
- Strong analytical and numeracy skills with an understanding of how to interpret research findings

**Languages**

- Fluent in English
- Desired fluency in either German or French

**Personal Attributes**

- Exceptional emotional intelligence and interpersonal skills to communicate with a variety of stakeholders;
- Ability to speak with confidence in front of audiences both generic and those familiar with the complexities of nutrition;
- Ability to work independently and prioritise one’s own workload;
• Resilient and tenacious with a hunger for learning;
• A creative self-starter with drive, flexibility and a high degree of organisational skills
• A conscientious professional who values commitments and deadlines;
• A strong verbal and written communicator;
• A positive attitude and ability to work within a team environment;
• High levels of initiative, innovation and self-motivation.

**Terms of Appointment**

This is a full-time, permanent position with a requirement to travel both nationally and internationally (flexible working policy in place with a part London-office/part home working hybrid model). The salary for this position starts at £60,000 with Life Insurance, Private HealthCare, and Pension Plan as part of the benefits package.
How to Apply & Key Steps in the Process*

*SRI Executive is exclusively retained by The Power of Nutrition to undertake this assignment.*

- If you wish to be considered for this position, please forward a copy of your CV in Microsoft Word format, along with any relevant documentation to Ms. Delphine Barringer-Mills at TPON-HeadCFPB@sri-executive.com on or before March 31st, 2022. All information will be treated in the strictest confidence. We will revert to you as soon as possible when we have reviewed your application.

- During the recruitment process, should you demonstrate sufficient relevant experience, SRI Executive will require your cooperation in completing a Competency Profile. You will also be required to participate in several telephone or Microsoft Teams screening discussions with the SRI Executive team to ensure there is a clear understanding of the Terms of Reference and to ascertain if there is the appropriate “fit” (technical and behavioural) for you and The Power of Nutrition.

- Based on the screening discussions, SRI Executive will provide a shortlist of recommended candidates to The Power of Nutrition for further review. Suitable candidates to take forward for first-round interview will then be selected by the hiring committee. SRI Executive will contact suitable candidates and arrange interviews.

- First-round interviews will be conducted by video-conference. Based on the outcome of first round interview, successful candidates will be invited to participate in an in-person second-round in London (baring any pandemic, logistical or geographical complexities that would render an in-person meeting impossible).

- Please be aware that this appointment will require that you provide us with contact information of three people who are willing to act as a referee, including former direct reports. We will not contact these individuals without your expressed permission.

- After you meet with The Power of Nutrition, we will advise you of their decision and provide feedback. At the selection stage, should you be the preferred final candidate, our client will likely extend to you a letter of intention to offer and that the offer will be subject to a reference from your current employer.

* Please note that this process may be subject to some change.
About Us

SRI Executive is an Executive Search, Leadership and Strategy consulting practice specialising in international development, Global Health, Sustainability, Development Finance and Education sectors. We have partnered with more than 300 organisations to place and support exceptional leaders and develop future-ready strategies that lead to impact.

We bring in-depth expertise, an exclusive network and tailored approach to our service so that in Executive Search, organisations are introduced to leaders who have the balance of behavioral and technical skills to succeed in shaping a better world. In Strategy, our teams are purpose-built with globally respected thematic experts who co-create a roadmap to achieve meaningful global change.

In enhancing the capability, capacity and resilience of mission-driven organisations around the world, we know it comes down to people.

We know who it takes to create lasting impact.

Our Team

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We are here to support with queries, updates and interview preparation throughout this selection process. Please do not hesitate to reach out as needed, but know we will be in touch regularly.
Privacy Policy

Your privacy is important to us. You can view SRI Executive’s Privacy Policy here.
Thank you in advance for your cooperation.