

THE POWER OF nutritioⁿ

HEAD OF INSTITUTIONAL FUNDING, PARTNERSHIPS AND BRANDS

Contract	Permanent
Hours	Full time (37.5 per week)
Location	UK based (flexible working policy in place with a part London-office/part home working hybrid model).
Salary range	Depending on experience, Life Insurance, Pension and Flexible Benefits Scheme
Reports to	Director of Strategic Engagement

CONTEXT

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 16 countries.

Since being established in 2015, we have:

- Reached 115 million of the world's most vulnerable people with nutrition interventions, 300% more than our original target.
- Tackled with our partners 600,000 cases of stunting, 2 years ahead of 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, Sweden, 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.

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, together* – which sees the organisation go beyond stunting to tackle all forms of malnutrition (stunting, wasting, micronutrient deficiency) in high-risk countries, and expand into innovative financing. We are an organisation that has been

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through a period of transition into a new model, and we are extremely ambitious for growth – to reach those who need our support the most.

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

JOB SUMMARY

The Power of Nutrition (TPON) is looking for a highly motivated and ambitious individual to join the Partnerships & Brands team and take a leadership role in partnership development to secure significant funds. The Head of Institutional Funding will lead The Power of Nutrition's fundraising from government/statutory sources globally to secure significant restricted and semi-restricted funding to expand TPON's work to finance nutrition programmes across Africa and Asia.

Experience of working with government and multilateral sources is essential for this role. You will have proven experience of securing funding (7-figures) from these restricted sources, and a strong understanding of how statutory donors and funding programmes support the achievement of international targets and government priorities. You will have the credibility and confidence to lead relationship building with these donors and to influence the shape of donor funding programmes. You will be familiar with the global funding landscape, key funding and development trends, and the key opportunities/events through which to cultivate new partnerships.

The right individual will have superior skills in identifying, cultivating and maintaining donor and partner relationships from funders globally – including bi-laterals and multilaterals. Strong negotiation and communications skills are essential to the role, to develop positive, collaborative relationships with internal and external stakeholders. You will be diplomatic and persuasive, and your excellent interpersonal skills will enable you to coordinate people and processes to meet timelines. You will be a strong leader and enjoy working in a dynamic environment where the ability to respond swiftly to changing organisational needs and new innovative ideas is paramount. With a proactive and pre-emptive approach to your work, you will seek to add value and be passionate about making a difference.

JOB DESCRIPTION

ESSENTIAL DUTIES

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 for the development of new, and maintenance of existing strategic partnerships globally, establishing goals and KPI's
- Lead the delivery of that strategy with accountability to the wider fundraising team and organisation for goals and targets set
- Develop a pipeline of potential investors and manage a portfolio of partnerships with particular focus on understanding the landscape, identifying prospective partners, building the relationships with those identified and raising new funds

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- Carry a portfolio of relationships with donors and prospective donors, influencing the direction of donor grant programmes, understanding and negotiating donor requirements and prioritisation of new opportunities
- Build an understanding of the donors' current interests and alignment with The Power of Nutrition's strategy, develop the cultivation strategy and work with the Programmes & Investments team to articulate and package the programmatic concepts, whilst aligning the requirements of investors with those of the implementing partners
- Set up and attend donor meetings to take forward funding opportunities, travelling internationally where required, and engaging attendance of the Executive Leadership Team where relevant
- 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
- Effectively contribute to the due diligence process with prospects and close binding contribution agreements; good understanding of legal documentation necessary to secure these commitments

Sector knowledge and profile-building:

- Develop an understanding of the political, nutritional and wider development landscape in different geographies to identify additional opportunities for investments and potential funders to support this
- Work closely with the Communications and Advocacy Manager to identify the advocacy cross over with partnership development opportunities
- Identify key events and opportunities in which The Power of Nutrition should engage and prepare necessary materials for such events (working with communications colleagues); represent The Power of Nutrition at external events, meetings and conferences.
- 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:

- Participate as a senior leader in the Partnership and Brands team - championing effectively ways of working and working collaboratively with all members of the team
- Work closely with the Head of Corporates and Foundations to identify opportunities to maximise funding opportunities
- Work closely and collaboratively with The Power of Nutrition Investment team to identify funding gaps, build programme knowledge and secure effective reports back to donors
- Line manage, support and seek development opportunities for the Associate for institutional funding, in line with organisational policy.

Systems and processes:

- Continue the advancement of The Power of Nutrition brand, messaging and communication
- Prepare regular reporting on fundraising progress
- Maintain a robust pipeline for institutional funding
- Keep Salesforce up to date to track progress with donor engagement

PERSON SPECIFICATION

Criteria Category	Requirements	Essential (E) Desirable (D)	Application (A) Interview (I)
Education and Qualification	Educated to degree level or higher in international development and/or business studies or equivalent experience	D	A
Experience and Knowledge	Proven track record in strategic fundraising for international issues and in developing seven-figure, multi-stakeholder partnerships	E	A/I
	Demonstrable depth of experience in partnership management within the international development sector	E	A/I
	Experience with engaging donors and stakeholders globally, across cultures and contexts	E	A/I
	Experience of drafting and building proposal bids and reports for a range of donor audiences	E	A/I
	In depth understanding of statutory donor processes, priorities and internal structures	E	A/I
	Knowledge of nutrition within the context of international development	D	A/I
	Working knowledge of Salesforce	D	A/I
	Familiarity with design of development programmes	D	A/I
	Experience working in both public and private sector	D	A/I
	Skills and Competencies	Fluent in English	E
Fluency in French and/or German		D	A/I
Outstanding written communication skills and ability to analyse complex information and present it in an accessible format for different donor audiences		E	A/I
Able to develop a team strategy, build KPI's and deliver effectively		E	A/I
Excellent leadership and people management skills		E	A/I
Excellent partnership and relationship building skills, including representing The Power of Nutrition with partners		E	A/I
Excellent IT skills, including Microsoft Office (Outlook, Word, Excel, and PowerPoint)		E	A/I
Strong numeracy skills and ability to interpret research findings;		E	A/I
Financial acumen, including ability to understand financial reports		E	A/I
Excellent verbal skills - able to speak, negotiate and persuade with confidence in front of stakeholders/audiences both generic and those familiar with the complexities of nutrition		E	A/I
Personal Attributes	Ability to manage own workload and prioritise appropriately	E	A/I
	High levels of resilience and tenacity	E	A/I
	A self-starter, with creativity, pace, drive, interpersonal flexibility, and a high degree of organisational skills	E	A/I

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	High level of professionalism, including being conscientious and efficient in meeting commitments, observing deadlines, and communicating in a timely fashion.	E	A/I
	A positive attitude and ability to work within a team environment	E	A/I
	High levels of initiative, innovation, and self-motivation	E	A/I
Other	Willingness to travel internationally to attend meetings, conferences, and other donor engagement opportunities	E	A/I

TO APPLY

Please apply your CV and a cover letter to cmartins@powerofnutrition.org