



SENIOR NEW BUSINESS PARTNERSHIPS MANAGER

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	Between £45,000 and £50,000 p. a. depending on experience, Life Insurance, Pension and Flexible Benefits Scheme
Reports to	Head of Corporates & Foundations

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 more than 600,000 cases of stunting, achieving our headline target several years early, through funding and overseeing 21 large-scale nutrition programmes in 16 countries.

Since being established in 2015, we have:

- Reached 133 million of the world's most vulnerable people with nutrition interventions, 300% more than our original target.
- Tackled with our partners over 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 significant role in new partnership development to secure substantial funds. The Senior New Business Partnerships Manager, with support from the Head of Corporates and Foundations, will take a prominent role in TPON's fundraising from the private sector, foundations and philanthropic sources globally to secure significant restricted and semi-restricted funding to expand TPON's important work to finance nutrition programmes across Africa and Asia.

You will have proven experience of negotiating and securing funding (up to and including 7-figures) from multiple sources. You will have a strong understanding of how different sectors operate and invest to support their own ESG goals and the wider United Nation's Sustainable Development Goals. You will have the experience and credibility to influence complex conversations driving income diversification and demonstration of TPON's vital role in nutrition financing. 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 be a natural networker and have strong analytical skills in identifying, prospecting, cultivating and maintaining donor and partner relationships from funders globally across a multitude of sectors. Strong negotiation and communications skills are essential to the role, to develop positive, collaborative relationships with internal and external stakeholders. You will be a strong team player but with the attitude to work autonomously to deliver against challenging KPI's and organisational objectives. You will have good interpersonal skills 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 (not limited to and may vary over time)

Prospect identification, cultivation and income generation:

- Support the existing pipeline and take responsibility for developing new investor leads which fit the remit for TPON programmes and wider nutrition sector
- Working with the Head of Corporates and Foundations and the Director of Strategic Engagement, identify, develop and deliver new partnerships across multiple channels including private sector and foundations
- Identify networking and engagement opportunities and represent TPON to build prospect relationships (through conferences, sector meetings and travel as appropriate)

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- Horizon scanning multiple sectors within the corporate and foundation space, work with colleagues to be on the front foot of how best to engage potential investors through an understanding of their priorities and challenges
- Review TPON's value-add to deliver compelling pitches to a wide variety of audiences and sectors
- Working closely with internal colleagues, find the right programme related opportunity to pitch to new investors with a view to securing long-term partnerships
- Explore opportunities to engage HNWI, trusts and grants and make recommendations for investment opportunities
- Working closely with colleagues and wider organisation, play a key role in creation of presentation and proposal materials for potential investors
- Prepare and pitch to potential investors for programme partnerships and other opportunities for investment
- Play a key role in TPON's ambitious growth plans and diversification of income generation in line with current strategy
- Contribute to the pipeline, CRM and other fundraising processes to deliver income for the organisation
- Working closely with the Head of Corporates and Foundations, identify a set of challenging objectives related to income generation and support the wider team in achieving targets
- Identify new opportunities, sectors, markets using research, knowledge and third parties to keep up with current trends and key players in impact investing

Sector knowledge and profile-building:

- Develop a good understanding of international development, particularly in relation to nutrition and how this plays a role in wider socio-economic growth
- Maintain a good level of commercial acumen and understanding of companies ESG agenda's and how they have an impact on investments
- Identify key relationships with organisations and membership bodies to explore opportunities to engage TPON in key sector topics

Membership of the team:

- Active positive contributor at department and wider organisational meetings, bringing a level of experience and credibility to discussions
- Close working relationship with the Head of Corporates and Foundations to support strategy work, partnership working and investment opportunities
- Work closely with other department colleagues to support effective and efficient processes including prompt updates to prospecting, pipelines and Salesforce
- Good working relationship with the Programmes and Investment team to understand our offer and translate into a compelling opportunity for investors

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	D	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 fundraising techniques from various sectors	E	A/I
	Knowledge of nutrition within the context of international development	D	A/I
	Working knowledge of Salesforce	D	A/I
	Experience working in both public and private sector	D	A/I
Skills and Competencies	Fluent in English	E	A/I
	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	D	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
	High level of professionalism, including being conscientious and efficient in meeting commitments,	E	A/I

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	observing deadlines, and communicating in a timely fashion.		
	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

Please apply by 31 May 2023 by sending a CV and cover letter to the email:
humanresources@powerofnutrition.org.