JOB DESCRIPTION - MANAGER, FOUNDATION PARTNERSHIPS

Hours
Permanent - full time

Location
UK based (flexible working policy in place with a part London office/part home working hybrid model).

Salary
£40,000 - £44,000 dependent on experience, Life Insurance, Pension and Flexible Benefits Scheme

Reports to
Head of Foundation Partnerships

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 had helped prevent 600,000 cases of stunting, achieving our headline target several years early, through funding and overseeing 22 large-scale nutrition programmes in 16 countries.

Since being established in 2015, we have:

- Reached more than 147 million of the world’s most vulnerable people with nutrition interventions, 300% more than our original target.
- Mobilised $636m 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.

This is an exciting time to join The Power of Nutrition. You will play a critical role delivering our 2022-5 organisational strategy, ‘Transforming global nutrition financing, together’. This sees the organisation go beyond the previous sole focus on stunting to tackling all forms of malnutrition (stunting, wasting, micronutrient deficiency, overweight and obesity) in
high-risk countries. In addition, our work will expand into innovative financing and becoming more tenacious sector champion for global nutrition.

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

THE ROLE

The Power of Nutrition is recruiting a Manager, Foundation Partnerships, to primarily focus on building the pipeline and securing new investments from Foundations. Over 75% of our income to date has come from Foundations, and this role enables us to dedicate time and focus to what we know is an area of great opportunity for our work.

Experience of securing new partnerships and maintaining relationships within a fundraising is essential for this role. You will ideally have experience in the international development sector, and will have proven experience of identifying, cultivating and stewarding donor relationships and of securing funding (up to 6 and 7-figure sums) from restricted sources. The role also presents an opportunity to explore opportunities for funding from private foundations and trusts globally, and initial scoping done by this role will help to inform our strategy in this area.

You will have the credibility and confidence to translate your research into direct approaches and turn your direct approaches into opportunities. Your relationship building skills will support your success internally as you collaborate with colleagues and manage working groups to develop opportunities. Externally you will manage existing and potential partners, drawing them towards investment opportunities as we work as convenors bringing a wide range of partners together to create multi-sectoral programmes at scale.

The Foundation Partnerships team sits within the Partnerships and Brands team, and you will work closely with colleagues as we collaborate to convene strategic partnerships with multiple investments, often from a mix of donors including institutional and private sector organisations. You will enjoy working in a dynamic environment where you are empowered to respond swiftly to new opportunities, and where your contribution is valued, and innovative ideas are welcomed.

JOB SPECIFICATION

We are looking for a motivated, positive and passionate team player to join our supportive team to make a greater impact for children, adolescents and mothers across Africa and Asia. Working closely with the Head of Foundation Partnerships they will be responsible for the following tasks:

New partnership development
- Leading on the development and implementation of the research strategy to identify and inform approaches to new foundation prospects.
- Developing a pipeline of new potential investors based on an understanding of the funding landscape and how it relates to our work and investor opportunities
- Qualifying prospective partners, building an understanding of unique donor interests, and maintaining accurate records of this information to support future approaches in support of The Power of Nutrition’s strengths in convening funders
• Along with the wider Partnerships and Brands team, developing creative partnership propositions for prospective donors taking into account their priorities, and the current programme development opportunities across the organisation.

• Working with the Programmes & Investments team to articulate and package the programmatic concepts, whilst aligning the requirements of investors with those of the implementing partners.

• Setting up and attending donor meetings to take forward funding opportunities.

• Developing compelling written materials, such as presentations, proposals, outreach letters and letters of intent.

• Effectively contributing to the due diligence process with prospects and working with colleagues to develop partnership documentation when required.

• Travelling internationally where required, with colleagues as needed, to support the development of funding opportunities.

• Identify and lead on the organisation of events which support prospecting and building partnerships for the organisation – such as webinars, roundtables, etc.

**Partnership management**

• Delivering exceptional account management of existing Foundation partnerships to enhance collaboration and encourage repeat funding opportunities.

• Maintain an accurate view of the priorities of existing partners and their alignment with The Power of Nutrition, being in-house expert on the partnership and funding opportunities.

• Work closely across the organisation and with donors to ensure reports are delivered to a high standard and to deadlines, managing the process in a timely and collaborative way, and ensuring adequate follow up of any enquiries that arise.

• Lead timely negotiations with donors on contracts/agreements (incl. amendments) in line with TPoN policies and procedures.

• Provide support to the Head of Foundation Partnerships in responding to partner commitments and cultivating relationships with existing funders.

**Sector knowledge**

• Developing an understanding of the political, nutritional and wider development landscape to identify additional opportunities for investments and potential funding partners.

• Identifying key events and opportunities in which The Power of Nutrition should engage and preparing necessary materials for such events, in collaboration with communications colleagues.

• Networking at appropriate sector events, with travel where required.

• Developing a strong understanding of The Power of Nutrition’s programmes and its priority areas, and an ability to communicate these clearly to key audiences.

**Strategy and team working**

• Support Head of Foundation Partnerships in developing and implementing the team strategy and action plan.

• Develop sector and partner analysis to support an insight-based approach to fundraising.
- Updating the Salesforce CRM system with relevant information such as meeting minutes and emails and maintaining as research progresses to partnership development.
- Continue the advancement of The Power of Nutrition brand, messaging and communication.
- Support in the development of new initiatives such as Nutrition Links and other ideas that may be prioritised by the organisation as potential funding avenues.
- Support cross team collaboration by providing information and context on Foundation fundraising and specific partnerships or opportunities as well as attending working group meetings as needed.
- Additional tasks as requested by your line manager to support the achievement of team objectives.

**PERSON SPECIFICATION**

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<thead>
<tr>
<th>Criteria Category</th>
<th>Requirements</th>
<th>Essential (E) Desirable (D)</th>
<th>Application (A) Interview (I)</th>
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<tbody>
<tr>
<td><strong>Education and Qualification</strong></td>
<td>Educated to 2:1 degree level or above or equivalent experience</td>
<td>D</td>
<td>A</td>
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<tr>
<td><strong>Experience and Knowledge</strong></td>
<td>Working knowledge of data protection and its implications in fundraising and marketing</td>
<td>D</td>
<td>I</td>
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<td></td>
<td>Knowledge and understanding of the international development sector</td>
<td>D</td>
<td>A/I</td>
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<td>Knowledge and understanding of nutrition</td>
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<td>Working knowledge of Salesforce</td>
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<td>Understanding of a fundraising database and how this is essential for income generation</td>
<td>A/I</td>
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<td>Proven experience of securing new funding partnerships, 6 figures plus</td>
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<td>A/I</td>
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<td>Experience of working with Foundation partners</td>
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<td>A/I</td>
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<td><strong>Skills and Competencies</strong></td>
<td>Excellent verbal and written communication skills</td>
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<td>Fluent in English</td>
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<td></td>
<td>Ability to use knowledge and networking to influence</td>
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<td>Excellent IT skills, including Microsoft Office (Outlook, Word Excel and PowerPoint)</td>
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<td>I</td>
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<td>Ability to lead the analysis of numerical data and research from a wide variety of sources</td>
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<td>Ability to produce detailed and accurate reports from data analysis</td>
<td>E</td>
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<td><strong>Personal Attributes</strong></td>
<td>Excellent interpersonal skills to communicate with all levels of staff and partners</td>
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<td>Ability to manage own workload and prioritise appropriately</td>
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<td>High levels of initiative, innovation and self-motivation</td>
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<td>A/I</td>
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Please apply by 31 October 2023 by sending a CV and concise cover letter as to why you are a good fit for the role (no more than two pages of A4) to the email: humanresources@powerofnutrition.org