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| **TITLE:** Global New Business Development (NBD) Lead for Private Partnerships | | |
| **TEAM/PROGRAMME:** Resource Mobilisation, Communication and Engagement (RMCE) | **LOCATION: UK** or any existing Save the Children International Regional or Country office **Worldwide** | |
| **GRADE**: B Mid-Senior level | **CONTRACT LENGTH:** Permanent | |
| **CHILD SAFEGUARDING:**  Level 1:  A basic criminal record background (DBS) check is required/equivalent police record check. | | |
| **ROLE PURPOSE:**  Save the Children has agreed a new ambitious Global Partnerships & Philanthropy (P&P) strategy for 2022-24, with an annual target of $500M USD and partnerships with companies, foundations and philanthropists have been identified as increasingly crucial and strategic across the whole organisation to reach this ambition.  In order to grow investment and engagement with corporate donors globally, Save the Children has also set up a “Global Business Core Alliance”, a working group made up of Senior Corporate Leaders from some of its National Organisations (the national Members). This global working group have developed a global pipeline to secure new multi-country and global partnerships and a top level plan to unlock potential of existing ones.  Working closely with this Global Business Core Alliance and colleagues from key priority markets, the role will be primarily responsible to identify and engage our top corporate opportunities globally, in support of the organisation’s programmatic priorities.  The role might also support specific bids with foundations and philanthropists, providing senior capability to accompany Members’ lead accounts and ensure delivery of cross-Member collective action.  **The 2 primary objectives of the role are to:**  Help identify and engage new and existing companies willing and able to support Save the Children’s programmatic priorities with significant investment (+$3m)   * Support Save the Children Members of key priority markets in the identification and engagement of existing and new donors, aligned with our strategic global programmatic goals and with a propensity for significant investment (+$3m)   **To achieve this, the role will:**   * Work closely with the Global Business Core Alliance to identify and prioritize opportunities that will deliver the greatest impact and investment * Contribute to the development of a global pipeline of multi-country opportunities * Primary focus on opportunities with the potential to deliver significant investment (+$3m) * Establish, lead, and/or contribute to proposition development/pitch teams on priority opportunities * Provide strategic support and technical guidance to the Save the Children Members where the greatest opportunities are identified   While the role will primarily prioritise and focus on engaging with companies, opportunities with foundations and philanthropists might also arise and are in scope. | | |
| **SCOPE OF ROLE:**  **Reports to:** Head of Global Business Partnerships Development (also Lead of Global Business Core Alliance)  **Staff reporting to this post:** None  **Budget Responsibilities:** Yes  **Role Dimensions**: This role operates in a global matrix, membership based organization. | | |
| **KEY AREAS OF ACCOUNTABILITY :**  **Strategic Leadership**   * Working closely with the Global Business Core Alliance and senior colleagues globally, helping to enable the organisation to deliver against and exceed financial targets and broader partnership KPI’s, driving forward sector leading strategic partnerships * Develop and lead an ambitious approach to secure new partnerships with companies, in line with global organisational priorities, identifying top prospects and working with colleagues and Members * Seek, identify and support opportunities to secure long term strategic partnerships, to deliver accelerated and ambitious growth for the organisation * Support specific bids with foundations and philanthropists, providing senior capability to accompany Members’ lead accounts and ensure delivery of cross-Member collective action * Take personal responsibility and accountability for proactively generating leads, building networks, making contacts and bringing in new partnerships * Produce and deliver high quality, creative bespoke presentations and proposals, ensuring a tailored approach for each prospect * Ensure that legal, due diligence and other guidelines are adhered to on partnerships   **Organisational Capacity Building and Collaboration**   * Act as a senior representative for Save the Children globally, and be a leading expert on partnerships, advising senior management on partnership engagement and supporting key Members to build expertise and capacity to work with companies * Work collaboratively with colleagues globally on cross organisational projects and provide strategic insight from a corporate partnerships perspective. * Support and guide colleagues on highly technical or complex partnership initiatives * Work closely with leaders, technical specialists and senior staff across Members globally to present the most relevant and engaging propositions to external stakeholders, using the breadth of Save the Children to maximise opportunities * Share learnings with and between colleagues globally, using existing networks and building new communications channels to reflect the scale of opportunity * Establish strong relationships with colleagues across Save the Children globally   **The role is to carry out the responsibilities in a way which reflects:**   * Save the Children’s commitment to safeguarding children in accordance with the Child Safeguarding Policy; * A commitment to Save the Children’s vision, mission, values and approach * A commitment to diversity and inclusivity and promoting equality of opportunity in all aspects of our work. * A commitment to effective management of risk, by operating within the Charity’s code of conduct, policies, procedures and controls and by carrying out the risk management and assurance responsibilities of the role as set out in the Risk Policy and Procedures. | | |
| **BEHAVIOURS (Values in Practice**)  **Accountability:**   * Holds self-accountable for making decisions, managing resources efficiently, achieving and role modelling Save the Children values * Holds the team and partners accountable to deliver on their responsibilities - giving them the freedom to deliver in the best way they see fit, providing the necessary development to improve performance and applying appropriate consequences when results are not achieved.   **Ambition:**   * Sets ambitious and challenging goals for themselves and their team, takes responsibility for their own personal development and encourages their team to do the same * Widely shares their personal vision for Save the Children, engages and motivates others * Future orientated, thinks strategically and on a global scale.   **Collaboration:**   * Builds and maintains effective relationships, with their team, colleagues, Members and external partners and supporters * Values diversity, sees it as a source of competitive strength * Approachable, good listener, easy to talk to.   **Creativity:**   * Develops and encourages new and innovative solutions * Willing to take disciplined risks.   **Integrity:**   * Honest, encourages openness and transparency; demonstrates highest levels of integrity | | |
| **QUALIFICATIONS**   * Educated to degree level or equivalent experience * MBA or Business-related masters desirable | | |
| **EXPERIENCE AND SKILLS:**  **Technical**   * A proven track record in leading and securing complex, international corporate partnerships within an international development organisation or similar * Experienced in managing an opportunity/sales pipeline delivering successful outcomes * Demonstrable experience of winning partnerships with companies of $1M and above * A demonstrable and sophisticated understanding of the complexities of international development programming partnerships and associated challenges and solutions * Strategic thinker – able to influence and bring others on a journey to inspire and deliver new partnerships * Excellent verbal and written communication skills to include face-to-face and on the phone, effective proposal writing and correspondence to internal and external audiences * Confident networking with, and influencing, senior people both internally and externally in order to achieve pre-defined outcomes * Ability to think creatively and to develop tailor made proposals to meet corporate and Save the Children objectives * Ability to plan, prioritise and manage a varied workload in a pressured and complex environment   **Personal**   * A strong commercial understanding * A highly proactive approach to researching and initiating new business opportunities * Excellent interpersonal skills including the ability to persuade, motivate, network and negotiate effectively both internally and externally * Proactive about self-development, using feedback and insight to improve performance * Sees beyond immediate sphere of influence and is aligned to Save the Children’s overall objectives * Acts without guidance on a frequent basis, limited oversight required * An established leader with personal gravitas and ability to work with senior executives. * A proven team player. Someone who is open and who is able and willing to deliver beyond his or her personal brief.   **Additional Information:**   * High fluency in written and spoken English is essential and second language of Member country ideally. * A willingness to travel up to approximately 20% of work time as and when required (COVID-19 permitting). * A willingness and ability to work outside of standard workhours to accommodate working across time zones. * Demonstrable experience of securing large gifts ($1M and above) from foundations and philanthropists will be considered as an additional asset | | |
| **Additional job responsibilities**  The duties and responsibilities as set out above are not exhaustive and the role holder may be required to carry out additional duties within reasonableness of their level of skills and experience. | | |
| **Equal Opportunities**  The role holder is required to carry out the duties in accordance with the SCI Equal Opportunities and Diversity policies and procedures. | | |
| **Child Safeguarding:**  We need to keep children safe so our selection process, which includes rigorous background checks, reflects our commitment to the protection of children from abuse. | | |
| **Safeguarding our Staff:**  The post holder is required to carry out the duties in accordance with the SCI anti-harassment policy | | |
| **Health and Safety**  The role holder is required to carry out the duties in accordance with SCI Health and Safety policies and procedures. | | |
| **JD written by:** | | **Date:** |
| **JD agreed by:** | | **Date:** |
| **Updated By:** | | **Date:** |
| **Evaluated:** | | **Date:** |