

Role:	Director of Partnerships
Department:	Growth
Reporting to:	Chief Growth Officer
Contract type:	Permanent

Working at Mary's Meals International:

Our mission, vision, and values are at the very heart of everything we do here at Mary's Meals and working for Mary's Meals International is so much more than a career opportunity, we offer the opportunity to support our global movement in a dynamic, flexible, and inclusive environment with a real focus on personal and professional development. We believe in the innate goodness of people, respect the dignity of every human being and family life and believe in good stewardship of the resources entrusted to us. In line with our values, Mary's Meals is fully committed to a culture of safeguarding.

Role purpose:

As Director of Partnerships, you will take a lead role in developing and supporting global strategic funding relationships to ensure the long-term financial sustainability and growth of our movement.

Reporting to the Chief Growth Officer (CGO) and as a member of the Growth Senior Leadership Team, you will lead the Partnerships function and be responsible for developing and overseeing the implementation of a strategy that ensures a reliable and diverse funding stream to radically grow the movement and the number of children we can consequently feed. Your knowledge of international development and specifically the impact of Mary's Meals will make you a valued partner of donors and a leader in the development of highly compelling proposals. Benefiting from the deep expertise of Programmes colleagues, you will build influential, evidence-led relationships with donors which lead to increased funding.

You will be responsible for managing a high performing team which is focused on increasing support from trusts, foundations, corporations, governments and major individual donors. You will personally steward a number of high value funding relationships and support our National Affiliates in their stewardship of our most valuable international relationships, with strategies, tools and mentorship.

Key responsibilities & activities:

Fundraising Leadership

- Develop and oversee the implementation of a global fundraising strategy that fits in with our overall Growth strategic plan, to maximise income growth through a range of philanthropic funding sources. Work closely with the CGO and the CEO to identify and advance funding priorities and relationship opportunities, at times supporting the key relationships and at times being the lead on a key relationship. Ensure that key stakeholders, particularly in our National Affiliates, are involved as relationships develop.
- Work collaboratively with the MMI Programmes team on opportunities for government and institutional funding.

- Build relationships with the National Affiliate Executive Directors to ensure that global relationships are well defined and that there is one key lead to manage the relationship across the organisation, and coordinated and understood relationships at other levels.
- Ensure effective strategies and frameworks are in place for the management of all fundraising activities including assessing and improving the efficacy of all activities in the team, and reporting back to donors.
- Oversee the donor profile database, making key funder information accessible to stakeholders across the organisation, ensuring that information is relevant and up to date. Represent Mary's Meals at a global level by speaking at conferences, large gatherings, and virtual events. Evaluate each opportunity for the appropriate "ask," and measure results to determine effectiveness of the approach.
- Accompany major donors where appropriate to visit programmes, tailoring these engagement opportunities to the donor's funding priorities and interests and acting as a key ambassador for Mary's Meals
- Work alongside the Director of Strategic Initiatives to provide subject matter expertise training for National Affiliates on connecting with their local HNW/UHNW audiences.
- Oversee the development of effective, successful global fundraising proposals and reporting to the donors as contractually required, consulting with colleagues in Programmes and National Affiliates to ensure consistently high-performance ratings from donors.

Growth Initiatives Leadership

- With the CGO, set annual donor income targets, based on global aspirations and National Affiliate budget submissions, ensuring that these are being closely monitored and reported to the ELT and the Board as required
- Ensure the organization is well informed on emerging donor funding priorities, supporting senior engagement processes and influence through thought leadership, alongside the Director of Media & Communications
- Oversee the maintenance of a pipeline of opportunity, which captures all major opportunities and moves management. Chair a monthly meeting to review pipeline and consider engagement and proposal options with senior internal stakeholders.
- Be collaborative, enterprising and opportunistic in support of diversifying funding streams and encourage team members to do the same, building their capability to excel in this area.

Leading & Managing

- Provide strategic direction and leadership to achieve the organisation's mission and goals.
- Oversee the development, implementation and monitoring of efficient and agile operational plans to get results.
- Lead, develop, coach and inspire a high-performing team, promoting a culture of engagement and empowerment, including identifying and implementing opportunities for delegation and development.
- Seek all opportunities for personal growth, reflection and development.
- Role-model Mary's Meals' values and leadership behaviours, acting with integrity and optimism and in the charity's best interest at all times.
- Work with a high degree of autonomy, subject matter expertise and technical competence.
- Work cross-organisationally to improve efficiency, decisively solve problems, innovate and work towards continuous improvement.
- Build and maintain effective relationships with internal and external stakeholders acting as an ambassador for Mary's Meals.
- Communicate concisely, with clarity.
- Regularly represent your function at ELT and board meetings and at any internal and external fora with authority and credibility.

Safeguarding

- Ensure safeguarding donor compliance requirements are made known to relevant employees.
- Ensure safeguarding is adequately budgeted for in project proposals.

Additional information:

All MMI employees are expected to undertake the following general duties:

- Work within the framework of the Mary's Meals mission, vision and values.
- Work towards achieving departmental strategy, operational plans and objectives.
- Ensure familiarity with, and adhere to, all MMI policies and procedures.
- Undertake and apply learning from appropriate training and development programmes.
- You may be required to travel to countries where Mary's Meals operates.
- Understand and uphold the standards outlined in MMI's Safeguarding Policy, acting with due care and attention to safeguard anyone that comes into contact with our work
- Demonstrate behaviours that promote a safe culture and raise any safeguarding concerns immediately.

Essential skills & experience required for this role:

- A commitment to Mary's Meals' vision, mission and values.
- A strong track record in growing income streams, with success securing multi-year funding at the level of six figures+.
- Experience of raising funds from a diverse range of fundraising streams including major donors, institutional funders, foundations, multi-lateral funders and corporations.
- A solid understanding and experience of how donors make decisions to ensure maximum fundraising success.
- Experience working in collaboration with other teams such as Communications and Marketing to drive income generation.
- Knowledge of the regulatory framework in relation to fundraising and the not-for-profit sector
- Experience working at a senior leadership level including experience in a similar role and leading a highly-skilled fundraising team in international development.
- Strong communication skills, with the ability to get buy-in and commitment to the vision and mission within the organisation and across the global movement, involving diverse groups.
- Ability to build relationships with multiple stakeholders at all levels.
- Experience of developing and implementing strategies, policies and procedures and translating these into action.
- A proven track record in building capacity and developing and leading high performing remote teams.
- Experience speaking in front of large audiences, both virtually and in person, to be an ambassador for Mary's Meals.

Changes to your role:

As our organisation evolves and grows, your job description may need to be reviewed and if appropriate, changed. These changes may be initiated by you or your manager but always in consultation with you and your job description may also be reviewed as part of your MAP process.