



POSITION: Regional Head, Africa – Global Resource Mobilization and Partnerships

REPORTING TO: Director – Global Resource Mobilization and Partnerships

REMUNERATION: Negotiable

LOCATION: Nairobi, Kenya or any country in Africa where BI has a presence

START DATE: ASAP



Background

BRAC International is a leading non-profit organisation with a mission to empower people and communities in situations of poverty, illiteracy, disease, and social injustice. Founded in 1972, by Sir Fazle Hasan Abed, BRAC is the largest Global South non-governmental development organisation in the world, and is present in 15 countries across Asia and Africa today. BRAC designs proven, scalable solutions that equip people with the support and confidence they need to achieve their potential. BRAC's institutional expertise on various programmes, including health, agriculture, microfinance, education, and youth empowerment, is touching the lives of over 100 million people in the Global South.

About the Role

The main purpose of the Regional Head, Global Resource Mobilization and Partnerships, Africa, is to raise funds for BRAC programs in BRAC International countries in Africa, from both existing and potential bilateral donors, foundations, multilaterals and regional organizations. The Regional Head will be responsible for proactive engagement with the larger global donor community incl existing and potential donors and pursuing opportunities for funding for both BI and BRAC, including Leading high quality proposal writing.

The Regional Head is expected to contribute to the implementation of the One BRAC Resource Mobilization and Partnerships Strategy and the BI strategy 2026 with a particular focus on intensification of partnerships and funding streams from foundations, bilateral donors, foundations, multilaterals and regional organizations etc. The Regional Head will also be responsible for the management of Africa team and provide support as relevant to the larger GRP team.

Major Responsibilities

Resource Mobilization:

- Lead and support the development and implementation of Country business development /resource mobilization plans for bilateral donors, foundations, multilaterals and regional organizations, in line with the One BRAC Global Resource mobilization and Partnerships Strategy and the BI strategy 2026.
- Executing donor engagement strategies for potential and existing bilateral donors in collaboration with Brac country and regional teams as well as BRAC affiliates.
- Active relationship building and prospecting work to identify new donors and assure BI as a partner of choice.
- Leading, coordinating and supporting high quality, at scale proposals in collaboration with country and regional teams, BRAC affiliates, Micro finance, the GRP team, and relevant staff from BI.

- Leading, supporting and coordinating the writing of unsolicited proposals for Africa.
- Conducting outreach and cultivating partnerships across Africa to build trustful relationships in a proactive manner to secure income streams.
- Participating in and supporting the organization in communication, advocacy, and fundraising events in Africa (meetings, events, other).
- Apply insights from latest funding trends in engagement with existing and potential donors and in proposal development trajectories.
- Drive and support cross country learnings, development of opportunities.

Other:

- Providing regular updates to the Director on progress and results within areas of responsibility.
- Developing internal stakeholder relationships, in particular within the GRP team, program teams, Micro finance and with BRAC's country and regional fundraising teams and BRAC affiliates to align funding needs and opportunities.

Major Challenges

- New unit with evolving mandate.
- Low quality of existing proposal submission.
- Low donor visibility at country, regional and global level.
- Complexity of management matrix and virtual teams – regions, countries, programmes and affiliates.
- Ensuring effective linkage and coordination of resource mobilization activities across BRAC, including with BRAC affiliates, country offices, and programmes.
- In-country donor-relationship and strategic partnership management (particularly in BI Countries).
- Continuous improvement and flexible programme designing and proposal development depending on country of operations, donor needs and programmatic priorities.
- Capacity for in-country donor-relationship and strategic partnership management.
- Limited proposal development skills in some BRAC International countries and programmes.

Key Performance Indicators (KPIs)

- Proposals submitted and proposals awarded.
- Number of new partnerships developed.
- Number of existing partnerships nurtured.
- Number of capacity enhancement activities performed.
- Feedback on effective communication, networking and alliance building internally and externally.

Decision Making

Decision taken independently:

- Practical contact and communication with stakeholders in relation to fundraising.
- Coordination of proposal development.
- Organization of relevant outreach efforts.

Decision referred to the Supervisor:

- Strategic contact and communication with stakeholders in relation to resource mobilization.
- Supervision of proposal development.
- Staff supervision and capacity development.

Relationship With Other Roles

Within the Program or Department (position names):

- GRP Staff, Technical anchors, Finance Staff, Fundraising focal points in BRAC Countries, Regional teams and BRAC Affiliates, Communications teams.

Outside the Program or Department (Program & position names):

- Bilateral donors, Foundations, Multilaterals and Regional Organizations, International and National NGOs and other Civil Society Organizations.

Experience

Minimum 8-10 years of experience with proven track record of corporate sector and/or trusts & foundations fundraising in an international development organization.

Knowledge, Skills and Competences

- Proven track record of writing high quality proposals.
- Sound understanding of the institutional fundraising market.
- Experience in working with bilateral donors, foundations, multilaterals and/or regional organizations in Africa and in ensuring income from these donor segments.
- Proven track record of successful fundraising, relationship building, stewardship for this donor segments.
- Ability to manage multiple projects and tight deadlines.
- Sound understanding on donor mapping, scoping, profiling and/or donor engagement activities.
- Experience in organizing relevant outreach efforts (meetings, events, other).
- A strong team player who is willing to support colleagues and the wider organization.
- Relevant network in any or several of the relevant donor segments.
- Excellent communication and negotiation skills; trust and open communication; ability to develop collaborative and harmonious relationships with internal partners.
- Demonstrated knowledge, understanding and commitment to active citizenship, poverty eradication, global justice, social change, and gender equality.
- Ability to work virtually in a global environment.
- Proficiency in English required.
- Ability to travel internationally 35% of the time.
- Master's degree in a relevant field and at least 8 -10 years of progressive experience in an international environment – with a diverse workforce - that includes roles in fundraising/donor relationships, programme development, partnerships, and stakeholder management/communication or work experience matching the master education.

General Competencies

- Professionalism
- Positive and go get attitude
- Integrity
- Ability to write well and clear in English
- Commitment
- Planning and organizing
- Proactive/Self-starter Mindset
- Communication
- Diplomatic Skills
- Creativity
- Ability to set strategic priorities
- Communication
- Judgement and Decision Making
- High proficiency with computers in particular MS Word, MS Excel, PowerPoint/AI, MS Outlook, MS Project, MS Visio, Cloud Computing (Google Drive and Dropbox), and the Internet
- High organizational skills
- Able to work efficiently with minimal direction

Specific Educational Application

Post-graduate/Master's in any of the following:

- Communication, Development Studies, Public International Business, Economics, Business Administration, International Relations or equivalent with a demonstrable commitment to poverty reduction and social justice issues, **OR** equal work experience.

How to apply

Interested applicants should submit the following by e-mail to ireti@ngorecruit.com quoting reference number: **NBR001**

- A CV in word or PDF format (please include 3 references).
- A 1-page cover letter outlining how your skills and experience align with BRAC's mission and the unique qualities you will bring to this role.

Application Deadline: 17 January 2024

Interested applicants are encouraged to **apply ASAP**. Only shortlisted candidates will be contacted. For more information about the BRAC, visit their [website](#) , [LinkedIn](#) and [Twitter](#) account.