



POSITION ANNOUNCEMENT

Position title: Senior Manager, Strategic Alliances
Category: Full time position
Reports to: Director of Strategic Alliances
Location: San Francisco, CA
Closing Date: Open Until Filled

INTRODUCTION:

780 million people – about one in nine – lack access to safe water; 2.5 billion people, lack access to a toilet. At Water.org, we are dedicated to changing this. Join us.

At Water.org we envision the day when everyone in the world can take a safe drink of water and experience the dignity of a toilet. For more than 20 years, we have been at the forefront of developing and delivering solutions to the water crisis. Founded by Gary White and Matt Damon, Water.org pioneers innovative, community-driven, and market-based solutions to ensure all people have access to safe water and sanitation; giving women hope, children health, and communities a future. To date, Water.org has positively transformed millions of lives in Africa, Asia, Latin America and the Caribbean by providing access to safe water and sanitation. Learn more at www.Water.org.

The Senior Manager of Strategic Alliances is responsible for forging strategic fundraising partnerships (both in the form of grants and program-related investments) with multi-national corporations and foundations, individuals and key multilateral development organizations.

Based in San Francisco, this position will report to the Director of Strategic Alliances who is based in Miami and will work closely with the overall Strategic Alliances (including Grants Management) and International Programs teams. This individual will also collaborate often with the marketing and communications team and office of the CEO, and represent Water.org to external audiences.

KEY RESPONSIBILITIES

Strategic Relationship Management

- Forge and manage high-impact strategic funding partnerships to raise \$6-8 million annually in revenue and investments (equity, debt and/or program-related investments). Targeting a diversity of donors and investors (foundations, individuals, multilateral development organizations and financial institutions), these partnerships will support:
 1. The growth of Water.org's WaterCredit programs worldwide, and innovation pipeline
 2. Water.org's brand and global advocacy objectives
 3. The growth and evolution of the WaterCredit Investment Fund
- Develop projections and assess, prioritize, track donor behavior and communicate updates and forecasts. Ensure internal reporting of donor outreach is complete, accurate and timely
- Develop and maintain a thorough understanding of Water.org's scaling strategy, footprint, structure and unique selling points in markets where we work
- Develop and maintain strong working relationships with key management and program staff within Water.org to develop comprehensive partnerships that drive revenue growth, and advance Water.org's global scaling strategy

Writing – proposals, grants and reporting

- Collaborate with the Grants Management team to develop proposals and progress reports for complex partnerships, connecting donor interests to Water.org's in-country programs; includes writing and review
- Collaborate with Water.org's marketing and communications team, and develop tailored strategies for assigned funders that lead to awareness, understanding and appreciation of Water.org's efforts worldwide

SKILLS

- Ability to digest complex, international development information at a fast pace and distill to understandable and compelling communication / pitching documents
- A disciplined approach to developing, forging and maintaining strategic relationships with decision makers within strategic funding organizations. Comfortable relating to C-Suite and senior leadership staff
- Passion for business development within the non-profit sector with a focus on audience needs, values and insights
- Deep understanding of the social impact investment and microfinance space, including experience with successfully mobilizing program-related investments from foundations
- Creativity and innovation
- Excellent presentation skills and outstanding follow-up acumen
- Ability to work under pressure with persistence and perseverance, and handle multiple projects in a complex matrixed environment
- Motivated, focused, driven and organized self-starter and team player
- Discerning skills in determining when to involve other team members and senior leaders in the fundraising process
- A deep, abiding passion for the mission of Water.org and its commitment to transforming the lives of its local partners' clients, their families and their communities

QUALIFICATIONS

- Master's degree in economic or international development, or equivalent experience
- Five to 10 years of successful experience in complex sales, business development or fundraising; with a strong network of relationships and experience in the international development field
- Demonstrated flexibility and success in rapidly-changing environments
- Excellent communication skills both verbally and written
- Experience in business development in India a major plus
- Willingness to travel up to 30% domestically and internationally

Salary/Benefits

This position offers full-time benefits, including medical/dental insurance, life and disability insurance, retirement program and periodic review for incentive pay based on organizational and personal achievement. Salary will be based on education and experience, and will coincide with similar nonprofit organizations in international development. No relocation will be provided.

Application Information

Please visit <http://water.org/about/careers/> to apply. Please title your attachments with last name, first name. Résumés will be reviewed as they are received.

PLEASE DO NOT ATTEMPT TO CONTACT US FOR STATUS UPDATES

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