



POSITION ANNOUNCEMENT

Title: **Senior Manager, Strategic Alliances**
Category: **Full time position**
Reports to: **Director of Strategic Alliances**
Location: **San Francisco, CA**
Effective Date: **August 20, 2015**

INTRODUCTION:

750 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 25 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 more than 3 million lives across Africa, Asia and Latin America.

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 in the Philanthropic and Impact Investment Sector:

- Forge and manage high-impact strategic funding partnerships to raise \$3-5million annually in revenue. Working with different types of capital and targeting a diversity of donors (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 (explain innovation pipeline)
 2. Water.org's brand and global advocacy objectives
- Formulate projections and assess, prioritize, track donor and investor behavior and communicate updates and forecasts. Ensure internal reporting of donor and investor outreach is complete, accurate and timely
- 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 inter-department working relationships within Water.org to support the drive on revenue growth, and advance Water.org's global scaling strategy

Writing – materials, proposals, grants and reporting

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

Skills and Competencies

- Ability to digest complex, international development information at a fast pace and use creativity and innovation to 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
- Ability to work with and understand different types of capital (e.g. catalytic philanthropy, program-related investments).
- 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
- Ability to work under pressure with persistence and perseverance, and handle multiple projects in a complex matrixed environment

Management Responsibility

- Acts in capacity of a “lead person”. Does not have management responsibility for the people to whom they provide work direction.

Scope Data: This can be used to differentiate levels of responsibility, authority, decision making or other scope factors.

- Responsible for making key decisions during the grant proposal and negotiation stages with donors and investors.
- Responsible for mobilizing high-level targets of revenue to support Water.org’s objectives.

Qualifications

- Master's degree in economic or international development, or equivalent experience
- At least 5-7 years of successful and proven experience in complex sales, business development or fundraising; with a strong network of relationships and experience in the international development field
- Deep understanding of the social impact and microfinance space, including experience with successfully mobilizing program-related capital from foundations
- Experience in the microfinance and/or water and sanitation sector a significant plus
- Experience in business development in India a major plus
- Demonstrated flexibility and success in rapidly-changing environments
- This description is not designed to cover or contain a comprehensive listing of activities, duties or responsibilities that are required. Some duties, responsibilities and activities may change or be assigned at any time with or without notice.

Travel Requirement

- Willingness to travel up to 50% 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 merit and 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.

Application Information

Please apply at <http://water.org/about/careers/> . Please title your attachments with lastname, firstname. Submissions will be reviewed as they are received.

PLEASE DO NOT CONTACT US FOR STATUS UPDATES.

Water.org is an equal opportunity employer and does not and shall not discriminate on the basis of race, color, religion (creed), gender, gender expression, age, national origin (ancestry), disability, marital status, sexual orientation, or military status, in any of its activities or operations. We are committed to providing an inclusive and welcoming environment.