

## POSITION DESCRIPTION

Title: Senior Manager, Strategic Alliances

Category: Exempt

Reports to: Director, Strategic Alliances

Location: San Francisco, CA, Kansas City, MO or New York, NY

Effective: January 2017

### Introduction

660 million people – about one in ten – lack access to safe water. More than twice that many, 2.4 billion people, don't have access to a toilet. These are the people Water.org serves. We are a global non-profit based in Kansas City, Missouri working to ensure safe water and sanitation for all. We go beyond traditional approaches to safe water and sanitation, focusing on addressing the underlying causes of this global crisis and innovating to deliver large-scale and sustainable change. Co-founded by Gary White and Matt Damon in 2009, Water.org has impacted more than three million lives and transformed thousands of communities in Africa, South Asia, and Latin America. Learn more at <http://water.org/>.

### Summary

The Senior Manager of Strategic Alliances is responsible for forging strategic fundraising partnerships with multi-national corporations and foundations, individuals and key multilateral development organizations. This requires close collaboration and strong working relationships across all departments at Water.org. This position may be based in San Francisco, Kansas City or New York.

### Key Responsibilities

#### *Strategic Relationship Management*

- Forge and manage high-impact strategic funding partnerships to raise millions of new dollars annually in revenue. Targeting a diversity of donors (foundations, individuals, corporations, etc.), these partnerships support:
  - The growth of Water.org's WaterCredit programs worldwide
  - Water.org's innovation pipeline, the New Ventures Fund; and
  - Water.org's global advocacy objectives
- Develop revenue projections. Assess and track donor behavior on an ongoing basis, prioritizing outreach and communication to each donor accordingly. Provide complete, accurate and timely internal reporting on donor outreach and activities
- Establish and display a thorough understanding of Water.org's scaling strategy, footprint, structure and unique selling points in markets where we work
- Cultivate 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

#### *Donor 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 funders that lead to awareness, understanding and appreciation of Water.org's efforts worldwide

### *Management Responsibility*

- Individual contributor with no subordinates

### **Scope Data**

- Responsible for raising millions of new dollars annually in revenue
- Multiple complex and multifaceted internal and external interfaces required
- Other duties as assigned

### **Skills and Competencies**

- **Customer Focus** – Building strong customer relationships and delivering customer-centric solutions.
- **Nimble Learning** – Actively learning through experimentation when tackling new problems, using both successes and failures as learning fodder.
- **Drives Results** – Consistently achieving results, even under tough circumstances.
- **Collaborates** – Building partnerships and working collaboratively with others to meet shared objectives.
- **Self-development** – Actively seeking new ways to grow and be challenged using other formal and informal development channels.
- **Optimize Work Processes** – Knowing the most effective and efficient processes to get things done, with a focus on continuous improvement.
- **Manages Ambiguity** - Manages ambiguity by operating effectively, even when things are not certain or the way forward is not clear.
- **Instills Trust** – Gaining the confidence and trust of others through honesty, integrity, and authenticity.
- **Financial Stewardship** – Demonstrates fiscally responsible decision making as applicable to one's role.
- **Plans and Aligns** – Planning and prioritizing work to meet commitments aligned with organizational goals.
- **Strategic Mindset** – Seeing ahead to future possibilities and translating them into breakthrough strategies.
- **Cultivates Innovation** – Creating new ways for the organization to be successful while thriving in an entrepreneurial, fast-paced environment.
- **Organizational Savvy** – Maneuvering comfortably through complex policy, process, and people-related organizational dynamics.
- **Drives Vision and Purpose** - Painting a compelling picture of the vision and strategy that motivates others to action; shows personal commitment to the vision.
- **Situational Adaptability** - Adapting approach and demeanor in real time to match the shifting demands of different situations.

### **Qualifications**

- Bachelor's degree required
- Master's degree preferred
- Minimum 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
- Strong understanding of the international development and microfinance space
- Knowledge of the water and sanitation sector a plus

- Experience in business development in India a plus

**Travel Requirement**

- 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 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.**

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