

# Job Description

<b>Title:</b>	<b>Strategic Partnerships Manager</b>	
<b>Responsible to:</b>	Head of Strategic Partnerships	
<b>Salary:</b>	£40k	
<b>Team size:</b>	1 x Head (filled), 1 x Strategic Partnerships Manager (filled), 1 x Senior Member Organisation Partner (filled) 1 x Communications Lead (filled – 0.2 FT).	
<b>Location:</b>	London N3/Hybrid/Remote	
<b>Responsible for:</b>	People:	None
	Budget:	None
<b>Key Working Relationships:</b>	Global Programmes, Core Mission, Global Trusts & Foundations, Individual Giving & Philanthropy, World Centres and Membership.	

## About Us:

The World Association of Girl Guides and Girl Scouts (WAGGGS) is the biggest girl-led organisation in the world. Our diverse movement represents 9 million members, which includes 1 million committed and dedicated volunteers across 153 countries and territories.

Girl Guiding and Girl Scouting has transformed the lives of girls and young women worldwide, supporting and empowering them to achieve their fullest potential and become responsible citizens of the world.

Our strengths lie in innovative non-formal education programmes, leadership development, advocacy, and community action; empowering girls and young women to develop the skills and confidence needed to make positive changes in their lives, in their communities and countries.

## Job Purpose:

This is a key role in a global team working with a range of experts and specialists with in-depth knowledge of both the global Girl Guiding Movement and the international development sector. You will focus on new business, generating income from new corporate partnerships that are aligned to WAGGGS' vision and purpose

You will work both with WAGGGS staff and a global network of volunteers to co-create projects, programmes, and initiatives to generate new income from aligned strategic corporate partners. The role will also work closely with WAGGGS' national Girl Guide and Girl Scout Membership Organisations (the 153 countries that deliver Girl Guiding and Girl Scouting around the world) to understand the needs, challenges, aspirations, and ambitions of the girls and young women in their countries. Our aim is to support Membership Organisations to deliver life-changing opportunities for girls and young women around the world.

# Job Description

## Key Responsibilities:

- 1) To **identify, engage, and cultivate new corporate partnerships** that are aligned to WAGGGS' vision and mission. We aim to deliver essential income to WAGGGS and therefore its Member Organisations to fulfil their goals to enable life-changing opportunities for girls and young women around the world.
- 2) To work cross-departmentally (with Global Programmes, Core Mission, World Centres, and others) to **develop creative and innovative funding propositions** for corporate partners. These need to be aligned to WAGGGS strategic priorities while also meeting corporate partner expectations. This will require knowledge of due diligence, proposition building, making sure proposals are deliverable, measurable, and accurately costed. This role will work to develop the case for support for a range of thematic programme areas (for example Menstrual Health & Hygiene, STEM, Gender-Based Violence, Leadership, and Climate Change).
- 3) To work closely with a range of internal teams to:
  - a. Understand the Member Organisations and therefore the needs, priorities and challenges of girls and young women around the world.
  - b. Support new programme set up and engagement.
- 4) To undertake **research and subsequent engagement and networking** to identify potential strategic partners, including managing and maintaining a live pipeline.
- 5) To support **budget management** and the development of accurate income forecasts based on the current WAGGGS corporate partnership portfolio and international development sector knowledge on corporate partnerships. This will ensure the accurate and timely reporting of Strategic Partnerships team forecasts to the Senior Leadership Team and key stakeholders.
- 6) **Represent the organisation and participate in external events** (globally) to promote WAGGGS' interests, brand, and mission, and to extend the influence and voice of the organisation and the wider movement.
- 7) This role does **not have line management responsibility**, but it is a senior role and is expected to work independently and manage relationships at the highest level.

This job description is not exhaustive and serves only to highlight the main requirements of the post holder. The line manager may stipulate other reasonable requirements.

\*Senior Membership Organisation Partner is a role that supports the fundraising team to facilitate conversations and negotiations with WAGGGS 153 countries that deliver Girl Guiding.

# Person Specification

Area:	Essential:	Desirable:
<b>Qualifications and Experience:</b>	<ul style="list-style-type: none"> <li>• Proven successful track record in negotiating and securing significant high value corporate partnerships.</li> <li>• Demonstrable success in developing relationships and influencing senior internal and external stakeholders.</li> <li>• Experience of working within not for profit and/or private sector partnerships.</li> <li>• Experience of working within high performing and ambitious teams.</li> </ul>	<ul style="list-style-type: none"> <li>• Experience of working with senior fundraising volunteers and volunteer-led committees at a strategic level.</li> </ul>
<b>Skills and Knowledge:</b>	<ul style="list-style-type: none"> <li>• Experience of complex contract development and negotiations.</li> <li>• Financial management skills for project planning and reporting.</li> <li>• Excellent communications and influencing skills. Ability to present ideas in a convincing manner and be able to persuade others of a particular viewpoint. Ability to deliver a message clearly and concisely via correspondence, report writing, presentations and discussions.</li> <li>• Ability to build solid working relationships with peers and senior leaders, especially in cross-cultural settings.</li> <li>• Knowledge of trends in corporate partnership and wider corporate fundraising market.</li> </ul>	<ul style="list-style-type: none"> <li>• Experience in a range of design software to make compelling propositions and proposals (Canva, InDesign, PowerPoint etc)</li> </ul>
<b>Personal Qualities:</b>	<ul style="list-style-type: none"> <li>• Able to demonstrate a commitment to and be a role model for WAGGGS' organisational values.</li> <li>• Passion for gender equality and women's rights.</li> </ul>	<ul style="list-style-type: none"> <li>•</li> </ul>
<b>Other Requirements:</b>	<ul style="list-style-type: none"> <li>• Fluent in spoken and written English.</li> <li>• Occasional work outside regular office hours.</li> </ul>	<ul style="list-style-type: none"> <li>• Fluent in Arabic, French and Spanish.</li> </ul>

# Person Specification



Area:	Essential:	Desirable:
Working for WAGGGS:	<ul style="list-style-type: none"><li>• Able to demonstrate a commitment to and be a role model for WAGGGS' organisational values of: Member Driven; Brave; Inclusive; Empowering; Transparent; Professional.</li><li>• A passion and commitment for issues affecting girls and young women on a global level, and demonstrable ability to engage with girls and young women, either through a professional or personal background.</li></ul>	

Special Notes:

None