



## Job Opportunity - Job Description

### Role: Strategic Partnerships Manager

**Reporting to:** Chief Executive Officer

**To apply:** Email a cover letter and CV to [hr@impactinvestinggh.org](mailto:hr@impactinvestinggh.org)

**Deadline:** 14/02/2024, however, applications will be viewed on a rolling basis so early applicants will have an advantage.

**Location:** Accra, Ghana but there is the possibility of working remotely from another location

**Compensation:** Competitive based on experience

### About Impact Investing Ghana

[Impact Investing Ghana](#) (II Gh) is the Ghana National Advisory Board for Impact Investing. We are an independent private-sector led initiative promoting sustainable development and advancing the development of the impact investment ecosystem in Ghana. Established as a nonprofit, II Gh is Ghana's representative to the Global Steering Group (GSG) for Impact Investing, the successor to the Social Impact Investment Taskforce established by the G8. The GSG's National Advisory Boards (NABs) currently cover 33 countries and provide a global platform to drive investment and increase visibility for its members globally. II Gh aims at tackling Ghana's pressing social and environmental challenges by driving more capital to deliver real impact. We are a local platform representing all the stakeholder groups needed to redirect significant capital flows towards social and environmental impact. Private-sector led, yet in close partnership with the national government, we raise awareness, create market intelligence, change policies, and mobilise additional financial resources for public good. II Gh brings together leaders from the worlds of finance, business, government, social organisations and philanthropy. II Gh has an ambitious plan to support the growth of impact ventures and to catalyse \$5billion in impact funds for investment in impact ventures in Ghana and the West African sub-region.

### Responsibilities

#### Stakeholder Engagement

1. Working closely with the CEO, manage engagement with the organisation's stakeholders across government, local and international foundations, industry associations, DFIs etc. to establish strong working relationships to deliver on II Gh's mission.
2. Development and successful delivery of a stakeholder engagement strategy including stakeholder mapping, communications to stakeholders.

3. Identify opportunities and develop collaborative projects with stakeholders.

#### Partnerships Management

4. Develop and execute a strategic and innovative plan to engage partners in support of the program, service and capital needs of IIGh.
5. Form and manage an agile partnerships team including volunteers needed to deliver on strategy. Train and mentor program staff and communicate partnership goals and progress throughout IIGh to equip all team members to support partnership work.
6. Create a system and oversee processes for research, prospecting, and application to multiple partner sources working with the CEO, staff, existing partners and other parties to bring major funding prospects and/or critical partners to an awareness and involvement with IIGh.
7. Lead development of all partnership proposals; write and archive all proposals with a long-term relationship-management approach
8. Develop and implement a partner management program to cultivate deeper ties and maintain key long-term relationships with partners, donors and prospects.
9. Monitor all partner information; provide and present statistical analysis to board and senior leaders and monitor and report regularly on progress

#### Requirements

- Minimum 7 years experience in partnerships management with a positive track record of building fundraising growth.
- An ability to understand and interpret programs to translate and package content that is suitable for different partner organisations locally and internationally.
- Entrepreneurial Spirit: Takes initiative and actively seeks to deepen current funding partner relationships and to forge new ones
- Communications: Skilled in creating powerful, compelling written and oral communications for fundraising. Ability to convey complex ideas through brief, simple materials. Experience and credibility when presenting materials to external audiences
- Influencing: Gets others to accept ideas by using convincing arguments, creates a win-win situation and responds appropriately to key stakeholders
- Collaboration: Effective at working with others to reach common goals and objectives
- Relationship Building: Skilled at establishing and cultivating strong relationships with peers, across different levels of the organisation and externally