



# Strategic Partnership Manager

**Location:** New York, NY

**Position Type:** Full-time, beginning May 2015

**Application Deadline:** April 1, 2015. Applications will be reviewed on a rolling basis so we encourage you to submit your application as soon as possible!

## **Global Health Corps**

The extreme disparity in health outcomes and access to healthcare that exists today between the world's rich and the world's poor is unjust and unsustainable. To change this unacceptable status quo will require a new generation of leaders with diverse skills and backgrounds. Emerging leaders need opportunities to build their skills and build meaningful connections with other young leaders who share a vision for transformative change.

Global Health Corps is mobilizing a global community of emerging leaders to build the movement for health equity. We do this by:

- **Increasing the impact of great organizations today:** Fellows work with high-impact organizations in year-long paid positions. During their fellowship year, fellows make a significant and measurable contribution to the partner organization and the target population.
- **Training and supporting the leaders of tomorrow:** Over the course of the fellowship year, fellows participate in a wide range of activities aimed at increasing their effectiveness as practitioners and their development as leaders.
- **Building a global community of change-makers:** Fellows build a set of shared values, commitment and skills that they carry well beyond the fellowship year. The GHC community and alumni program serve as a source of opportunity and strength throughout fellows' lives and careers.

Fellows work in teams of 2—one international fellow, one in-country fellow—in a wide range of areas to support our partners in improving healthcare access and health outcomes for the poor. Fellows have built financial management systems for grassroots HIV organizations in Uganda, counseled homeless teenagers in New Jersey, supported district pharmacies in Rwanda in rolling out new supply chain management tools, and conducted policy research in Washington DC.

## **The Candidate**

Global Health Corps is seeking a well-organized, hard-working Strategic Partnership Manager to join our small, entrepreneurial team in May 2015. The ideal candidate will thrive in an informal, fast-paced, start-up environment and will be excited to support, strengthen and build out strategy, partnerships, and fundraising at GHC. The ideal candidate will:

- Be an innovator – able to design systems and think outside the box
- Enjoy solving problems
- Be a self-starter
- Enjoy working collaboratively in a team
- Demonstrate excellent attention to detail



# Strategic Partnership Manager

## *The Work*

The Strategic Partnerships Manager will report to the CEO to fill a pivotal role in a small, dynamic team that is spread across six countries. Because the team is small and innovative thinking is valued, there will be many opportunities to grow and experiment. This role will provide many opportunities to connect and liaise with leading health organizations in Africa and the US and support a wide network of emerging leaders from around the world. The Strategic Partnership Manager will be supported by the Partnerships Associate and will work closely with the Special Assistant to the CEO.

This position requires exceptional passion for our work, experience with and capacity for partnership building and team management, and the ability to thrive in a dynamic, start-up work environment.

Specific responsibilities include:

- Support the CEO to steward GHC's existing supporters and identify new funding sources in line with the organization's 2015-2019 strategic plan
- Identify areas of strategic overlap with GHC partners – funding and otherwise – and create and implement engagement strategies for each of them
- Develop and implement innovative ways to identify and collaborate with non-traditional partners, especially corporate partners and thought partners to advance GHC's 2015-2019 strategic plan
- Work with the Strategy and Learning Manager and the Senior Director of Communications to share stories of GHC's impact, outcomes, and progress against KPIs to donors and other partners as outlined in the organization's strategic plan
- Oversee the management of GHC's Salesforce database and all other development systems including Dropbox and Google drive
- Work with the Partnerships Associate to ensure regular communication and follow-up with all GHC donors and potential donors

## *Skills/Experience*

- Minimum 3 years work experience
- Excellent writing skills
- Experience working in public health, social justice, or international development and ability to write and speak articulately and passionately about GHC's mission, vision, and impact
- Experience representing mission-driven organizations to external stakeholders both in person and in writing
- Demonstrated ability to translate high-level strategic objectives into actionable project plans
- Ability to thrive and innovate with minimal supervision
- Comfortable working under frequent, tight timelines and delivering high-quality work products on time
- Excellent organizational skills and attention to detail
- Experience working in cross-cultural communities
- Tech savviness and interest in new technologies; ability to use Google tools and other online platforms to streamline work
- Previous experience in nonprofit settings a plus
- Salesforce or other database management experience a plus
- Adobe Creative Suite experience a plus



# Strategic Partnership Manager

## *Preferred Start Date*

May 1, 2015.

## *Compensation*

Commensurate with experience.

## *Benefits*

Fully-funded comprehensive health insurance, flexible start-up work environment.

## *How to Apply*

To apply, please submit resume, cover letter, and writing sample to [apply@ghcorps.org](mailto:apply@ghcorps.org). Please indicate Strategic Partnership Manager in the email subject. Feel free to submit any other writing or work sample that will help us get to know you better.

**Application Deadline:** April 1, 2015. Applications will be reviewed on a rolling basis so we encourage you to submit your application as soon as possible! Thank you for applying!