



For her client Mercy Corps, DUX International is searching a:



STRATEGIC PARTNERSHIPS MANAGER (SPM)

About the Organisation

Mercy Corps is a leading global organization powered by the belief that a better world is possible. In disaster, in hardship, in more than 40 countries around the world, the organisation partners to put bold solutions into action — helping people triumph over adversity and build stronger communities from within. Now, and for the future.

Mercy Corps' presence in Europe has grown rapidly both in terms of the volume of activity and its complexity. With teams in Edinburgh, London, The Hague and Geneva, Mercy Corps now attracts over £90M in income, and employs over 100 domestic and expatriate field team members. The breadth and impact of their programmes makes Mercy Corps a unique and truly rewarding place to work. Mercy Corps' teams are proud of what they achieve in the field and are always looking for talented individuals who share their passion and commitment.

Position Summary

Mercy Corps has adopted an ambitious resource mobilisation strategy that seeks to build more strategic partnerships with bilateral and multilateral donor agencies and to develop new relationships with continental European institutional donors, corporates, foundations and trusts to increase their income, influence, and programmatic impact. Mercy Corps is looking for a determined, passionate individual who can contribute significantly to developing these partnerships, with a particular focus on the **Netherlands Ministry of Foreign Affairs and other Dutch grant-making bodies**. A strong communicator who is skilled at building long term, productive relationships with a portfolio of supporters through a personal and professional approach, s/he will play a key role in our European resource mobilisation and work with team members in the Global Corporate, Trusts and Foundations and the European Strategic Institutional Partnership teams.

This is an exciting opportunity to grow a portfolio within the Netherlands, building on established relationships at country level. Mercy Corps already receives funding from the Netherlands in numerous countries around the world valued at over €30m however, there is huge untapped potential and the space to be innovative and bold in creating and converting important opportunities for technical, financial and policy cooperation. As part of their role, the SPM will partner with the Policy & Advocacy team to deliver elements of Mercy Corps' policy and advocacy strategy, designed to position the organisation as a thought leader in key policy areas. In this regard, the SPM will represent the agency with policy makers and in key forums in the Netherlands.

This is very much a front-line position and Mercy Corps is looking for a candidate who they feel can confidently be the 'face' of the organisation in front of key partners. The successful candidate will not only have the right experience on paper but also the right personal 'fit'; someone who really lives and breathes the organisations culture and values, with a visible passion for the work they do and a desire to tell their story. S/he will have excellent interpersonal skills, excel at networking and building long-term relationships and will be proactive and creative in their work.

Essential Job Responsibilities

Strategic Donor Development:

- Responsible for building and managing Mercy Corps' relationships with institutional donors and corporate and foundation partners in the Netherlands;
- Proactively and strategically engages with partners in order to facilitate technical programme exchanges, influence policy and thinking, and identify key areas of potential cooperation, including programme funding;
- Actively participates in donor forums and events, representing Mercy Corps' sectorial capacities;
- Directly engage with donor representatives in support of field-level interests.

Resource Mobilisation:

- Leads the design and implementation of resource mobilisation strategies intended to strengthen income and technical cooperation;
- Advises country programmes on upcoming funding opportunities and leads pre-positioning efforts;
- Proactively identify, research and monitor new and existing funding opportunities, ensuring a consistently high level of prospecting and pipeline activity;
- Manage a portfolio of prospects, preparing and implementing cultivation and solicitation plans for corporates, trusts and foundations;
- Develop and maintain specialised knowledge and information on Mercy Corps programmes and projects;
- Undertake with colleagues the preparation of funding applications. Where necessary organising visits, presentations, meetings, visual materials necessary to increase potential of securing funding;
- Proactively networks with the NGO and donor community, seeking innovative partnerships.

Relationship Management:

- Lead contact with current and prospective funders in a proactive manner and to ensure 'best-practice' relationships including the submission of regular reports, accounts, invitations to talks, projects, workshops, etc;
- Develops excellent relationships internally with colleagues at HQ and field offices to understand programme budgets, resource requirements and areas of activity to enable strategic applications for funding;
- Provides training, support and advice for country and regional structures on how to work with the partnerships under their remit;
- Ensures that programme teams understand and adhere to funding requirements and that the objectives of the grant are being met.

General:

- Takes responsibility for own administration, devise and implement appropriate processes and procedures to achieve agreed targets;
- Undertakes additional work as required and respond to organisational priorities such as disaster response; which may require additional duties outside of usual working hours;
- Stays abreast of developments in the charitable and business sector which might provide opportunities for fundraising activity;

Organisational Learning

As part of Mercy Corps' commitment to organisational learning and in support of the understanding that learning organisations are more effective, efficient and relevant to the communities they serve, the organisation expects all team members to commit 5% of their time to learning activities that benefit Mercy Corps as well as themselves.

Accountability to Beneficiaries

Mercy Corps team members are expected to support all efforts toward accountability, specifically to beneficiaries and to international standards guiding international relief and development work, while actively engaging beneficiary communities as equal partners in the design, monitoring and evaluation of the organisations' field projects.

Knowledge and Experience

- Bachelor's degree or equivalent experience;
- 8+ years of extensive experience in international development, ideally with experience in the field;
- Demonstrable success of engaging with institutional partners and donors and fundraising and relationship development with corporates, trusts and foundations;
- Evidence of devising and implementing resource mobilisation strategies;
- Proven ability to harness talent and expertise of team members to achieve objectives;
- Experience of dealing with senior level contacts;
- Dutch as a first language or spoken at native speaker level;
- Excellent English is essential with proficiency in at least 2 other European languages highly desirable;
- Good familiarity with institutional donor decision-making processes, both political and technical, including budget processes, appropriation, protocols and communication;
- Proven ability to identify and articulate strategic and policy issues through effective oral and written briefs and represent MCE confidently in external events and meetings.

Success Factors

- Superlative interpersonal and communication skills - able to build effective, lasting relationships with a wide variety of individuals and organisations;
- An 'international outlook', with ability to work across language and cultural boundaries;
- Strong influencing and negotiation-skills;
- Pro-active self-starter;
- Disruptive, creative and innovative approach. Seeks out new ideas and ways of working;
- Able to prioritise workload, work flexibly and operate well under pressure;
- Passionate and a clear empathy with the organisations' aims and values. The desire to create positive change on a large scale;
- Willingness and ability to travel regularly in Europe, as well as internationally when required;
- Well-connected in The Netherlands with institutional, corporate and foundation donors.

Extra information

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| Location | The Hague; |
| Position Status | Full-time: 40 hours, permanent; |
| Salary Level | Commensurate with experience; |
| Reporting to | Senior Director of Programmes, Funding & Operations based in Edinburgh. Day-to-day reporting to Director of Mercy Corps Netherlands; |
| Travel | Less than 15%. |

How to apply?

If you are interested in this position, please apply before Friday 18th January 2019 via DUX International by sending your CV and a cover letter to attention of Victorine van Manen at info@duxinternational.com and mention 'Strategic Partnerships Manager' in subject title.

Please note that applicants must be able to work in the Netherlands and must be in possession of a work permit.

Mercy Corps team members represent the agency both during and outside work hours when deployed in a field posting or on a short-term assignment to the field. Team members are expected to conduct themselves in a professional manner and respect local laws, customs and MC's policies, procedures, and values at all times and in all in-country locations.