

Vacancy Announcement

Job title:	Manager – Partnerships & Engagement
Unit/dept/delegation:	Organizational Development, Maldivian Red Crescent Headquarters, Hulhumale'
Reports to:	Secretary General
Key Responsibility:	Overall management of partnerships and resource mobilization of Maldivian Red Crescent

Background

The Maldivian Red Crescent is an independent, voluntary, humanitarian organization, established on the basis of the Maldivian Red Crescent Law [Law 7/2009]. Its primary objective is to provide humanitarian aid, and to prevent and alleviate human suffering. It is the 187th member of the world's largest humanitarian movement — the International Red Cross and Red Crescent Movement – which every year helps millions of people whose lives have been devastated by crises or conflict.

The Maldivian Red Crescent aims to be the nation's leading humanitarian organization, with Units spanned all over Maldives. It recruits members and volunteers, implements programmes and delivers services in adherence to the Fundamental Principles of the International Red Cross and Red Crescent Movement – Humanity, Impartiality, Neutrality, Independence, Voluntary Service, Unity, and Universality – making no discrimination as to nationality, race, sex, religious beliefs, language, class or political opinions.

Purpose

The primary purpose of the Manager – Partnerships and Engagement is to work towards enhancing partnerships with both the public and private sector, promoting and building a positive image of the organization as well as establishing and maintaining income sources for the Maldivian Red Crescent. He/She will be responsible for managing and engaging with partners as required and ensure partnership milestones and deliverables are achieved on time and to a high standard and that potential for relationship growth, acquisition and advocacy is identified and maximized.

Key tasks and responsibilities

1. Strategic guidance on resource mobilization aiming for the long-term sustainability of the organization:
 - Lead on the development, implementation, and update of the Resource Mobilization and Donor Engagement strategy, building on the existing donor mapping and ongoing engagements.
 - Set and monitor annual priorities and quarterly objectives and key objectives for resource mobilization and donor engagement, and the supporting action plan for achieving the targets.
 - Identify and establish mechanism to engage with priority partners that would be relevant for MRC's sustainability, including public and private sector partners.
 - Develop full-scale implementation plans and associated Resource Mobilization documents with the support of the Management team.
 - Plan, track and schedule timelines and milestones using appropriate tools to ensure that goals are being met.
 - Proactively manage and review changes in scope, identify potential crises, and devise contingency plans for MRC Resource Mobilization activities.
 - Continuously evaluate effectiveness of the Resource Mobilization activities, and assess areas for interventions based on assessments, studies, emerging issues and etc.
 - Produce timely reports such as updates, quarterly and monthly reports to be submitted to the management of MRC according to set standards and procedure.

- Provide technical support in the area of Resource Mobilization activities (to the best of his/her ability) to MRC HQ Units.
 - Manage/Enhance overall MRC Image and external affairs.
2. Oversee prospective contributions and ongoing Corporate Partner engagement
 - Manage key corporate partners, to ensure a single point of contact for the partners. The ability to network within the corporate sector is a critical success factor – both up and down the organization.
 - Assist with the delivery, engagement and transition of new corporate partners (on average 5 new Corporates acquired each year).
 - Assist and manage the retention of a limited number of key strategic partners through selling additional fundraising products including workplace giving, sponsorship, third party fundraising, gift in kind and other relevant ways of support.
 - Development of Partnership Agreements managing the delivery of these against agreed partnership objectives.
 - Provide professional, high-quality engagement to key partners, ensuring requests, opportunities and issues are efficiently responded to.
 - Monitor and report to partners on a regular basis with the view to grow the relationship, enhance strategic opportunities for Maldivian Red Crescent and increase engagement between partners and MRC.
 3. Lead the implementation, ongoing management and continuous improvement of individual and community fundraising strategies in order to grow and diversify sustainable and profitable income across regular and single giving, community and peer to peer giving, and digital giving.
 4. Ensure that processes are in place to increase a donor’s engagement with Maldivian Red Crescent.
 5. Develop marketing materials for the Commercial First Aid team and ensure that a range of high quality and effective marketing materials are developed for use, taking into account national and local business opportunities.
 6. Support the Commercial First Aid team in retaining and strengthening the partnerships with existing Commercial First Aid clients and work on increasing the client base.
 7. Support direct the overall development and management of MRC, as part of the MRC management team
 8. Liaise with other MRC departments areas to improve co-ordination for effective delivery of MRC resource mobilization activities
 9. Provide input to internal and external reports such as Monthly reports, Quarterly Reports, Annual Reports, Donor Reports, Development Operational Report and Annual Appeals
 10. Take part in local, regional and international forums as per requirement, by Red Cross and Red Crescent movement and other organisations

Duties applicable to all staff

- Actively work towards the achievement of the MRC’s goals and objectives.
- Abide by and work in accordance with the Red Cross and Red Crescent 7 Fundamental Principles.

- Perform any other work-related duties and responsibilities that may be assigned by the line manager.

Qualifications, Skills and Competencies

Academic Qualification:

- University Degree in Marketing, Communications or relevant field.

Experience

- Minimum two years' experience in working in a team, project management and coordination.
- Minimum two years' experience working in the corporate sector or sales and marketing.
- Prior experience with Maldivian Red Crescent, or Red Cross Red Crescent Movement preferred.

Skills/knowledge

- Reliable, proven capacity to work independently in a collaborative team environment.
- Excellent organizational ability, to set priorities, organize workload, handle multiple responsibilities.
- Highly motivated, solution oriented, results-focused, goal-driven individual, who displays integrity and accountability with strong interest in humanitarian work.
- Strong presentation, negotiation and networking skills
- Strong interpersonal, written and verbal communication skills in both Dhivehi and English

Contract and Salary

Contract Type: **Fixed term (one year)**

Monthly Salary: **MVR 20,600 – 25,000** (depending on qualification and experience)

Application

Applications must contain:

- Letter of Interest
- Curriculum Vitae
- Copy / photo of ID card
- Copies of certificates

Applications must be emailed with job title in subject to: vacancies@redcrescent.org.mv

Deadline: The deadline for application is Sunday, 16th September 2024, 14:00 hrs.

Only short-listed candidates will be contacted for interviews.