



Job Announcement

Senior Director, Partnership Services

Location:	New York, USA, London, UK and in other countries where the IRC is registered.
Reports to:	Vice President, International Development
Department:	Global Partnerships and Philanthropy

Background/IRC Summary:

The [International Rescue Committee \(IRC\)](#) responds to the world's worst humanitarian crises and helps people to survive and rebuild their lives. Founded in 1933 at the request of Albert Einstein, the IRC offers lifesaving care and life-changing assistance to refugees forced to flee from war or disaster. At work today in over 40 countries and 28 U.S. cities, we restore safety, dignity and hope to millions who are uprooted and struggling to endure. The IRC leads the way from harm to home.

IRC's Global Partnerships and Philanthropy (GPP) department is responsible for the global delivery of the International Rescue Committee's private sector resources (financially contributing circa USD200m per annum, as well as key partnerships and influence that support our mission), and plays an important strategic role in the creation of IRC's brand, awareness and support for its advocacy goals.

The IRC's strategy centers on its ambition to continue to improve the scale and effectiveness of IRC programs worldwide with evidence of what works best to impact people's lives in conflict and fragile settings. GPP comprises colleagues and teams delivering marketing, account management, leadership gifts, board liaison, corporate partnerships, brand stewardship and communications to support this work.

The IRC's International Development Unit, a part of the Global Partnerships and Philanthropy Department, leads on the Organization's engagement with high-value private-sector stakeholders globally (corporations, foundations and individual philanthropists).

Job Overview/Summary:

The Senior Director, Partnership Services on the International Development team will be responsible for the overall planning, development and implementation of a partnership support strategy to ensure Corporate, Foundation, and HNWI fundraisers achieve set goals. The Partnership Support pillar includes a diverse array of support services, including editorial, communications, data, and research. The incumbent will provide a cohesive strategy for this team and establish processes to best support the overall International Development team. This position reports directly to the Vice President, International Development and will also represent the team's interests internally to IRC stakeholders.

Major Responsibilities:

- Lead and manage team of individuals in diverse partnership services roles to best meet the needs of the overall team;
- Provide dynamic and effective thought leadership to support the work of International Development and lead on implementing new solutions;
- Inspire, motivate and challenge the International Development team through active mentorship, fostering an environment that supports new ideas and innovative approaches to partnership development and relationship management;
- Develop an overall strategy to support the International Development team to meet its fundraising goals and maintain strong 360-degree partnerships;
- Lead on establishing global funding priorities and impact reporting for GPP;
- Develop and implement a strategy to seamlessly support entry into new global markets, including providing communications and events support as appropriate;
- Partner with the VP, Development to set annual, and more regular, goals and key outcomes for Partnership Services team's efforts;
- Collaborate with IRC senior leadership to develop an overarching vision for global partnership support at the IRC, articulating that vision to key constituencies in order to encourage and develop a cross-functional, multi-location culture of effective and innovative partnership engagement;
- With the VP, Development and other department senior managers, lead on the development and implementation of standards, tools and procedures towards a best-in-class approach to international private sector engagement and fundraising;
- Liaise with internal IRC stakeholders to assist with partnership management when needed;
- Represent the International Development team in IRC working groups to ensure the interests of the team are being met;
- Work with other Senior Directors on the International Development team to establish solutions for areas where it is identified that support is needed;
- Provide data-driven reporting on above objectives to Vice President.

Job Requirements:

Education: Bachelor's degree required; master's degree a plus;

Work Experience:

- Minimum eight years of professional experience with progressively increasing responsibilities, ideally including at least three years in a fundraising setting;
- Ability to lead, motivate and develop a high-performing, complex global team
- Extensive knowledge of systems and practices to best support private sector fundraising;
- Experience of complex partnership development and relationship management in a global context; experience of philanthropy, corporate, and foundations relations a plus;
- Strong, persuasive and compelling interpersonal skills with the ability to communicate effectively,
- Strong comprehension of humanitarian sector actors and trends,
- Strong skills collaborating with multiple and diverse stakeholders across the organization,
- Understanding of and experience of communications strategies in support of income generation and broader stakeholder engagement.

Working Environment:

This role may require working remotely full or part time (i.e., telecommuting). Applicants must have a home or alternate workspace they can effectively complete their work from during regularly scheduled hours.

The IRC and IRC workers must adhere to the values and principles outlined in IRC Way - Standards for Professional Conduct. These are Integrity, Service, and Accountability. In accordance with these values, the IRC operates and enforces policies on Beneficiary Protection from Exploitation and Abuse, Child Safeguarding, Anti Workplace Harassment, Fiscal Integrity, and Anti-Retaliation.

How to Apply:

To apply for the post, please send a letter of application stating the skills and approach that you would bring to the post, and your suitability for this role, along with your CV/resume (no photos) in English in strict confidence BY EMAIL ONLY to zoeoldham@darylupsall.com.

Please ensure that they are sent as Word or PDF documents with the titles “your name cover letter” and “your name CV”. Please put **“IRC – Senior Director, Partnership Services”** in the email subject line and please state how you found out about the job announcement.

Deadline for applications: Friday 30th August 2019, 18:00