



Job Announcement

Senior Manager, Corporate Partnerships

Job title:	Senior Manager, Corporate Partnerships
Reporting to:	Global Director of Corporate Partnerships
Location:	New York, USA
Salary:	Competitive for the sector

Background

[Orbis](#) is changing the way the world sees. 253 million people in the world are blind or visually impaired, but most don't have to be. 75% of these cases can be cured, treated or prevented. When sight is restored, children can attend school and adults can return to work. Every \$1 invested in eye health results in \$4 in economic gain in low income countries.

Orbis transforms lives through the treatment and prevention of blindness. With 400 expert medical volunteers from 30 countries, Orbis trains, mentors and inspires local eye health workers from surgeons to biomedical engineers to village healers to save sight in their communities. We do this in local hospitals, on the Flying Eye Hospital (a fully accredited teaching hospital onboard an MD-10 aircraft donated by FedEx) and through Cybersight, our online education and telemedicine platform. Orbis has worked on the ground in more than 90 countries since 1982, and currently conducts 58 long-term projects in 19 countries. Through Cybersight we are training healthcare workers in more than 125 countries each year.

Despite our success in fighting avoidable blindness, the World Health Organization estimates that blindness will triple by 2050 without intervention. In response to this, Orbis is embarking on a new strategic plan for 2019-21, and the global development team will unite to raise additional, critical funds to help end trachoma in Ethiopia, launch an initiative for women and girls, develop and scale self-sustaining vision centers, and maximize Cybersight and program technology.

Corporate donors are crucial for our success, and Orbis is seeking to recruit a dynamic individual to support the corporate development team.

About the Role

As a member of the Development Team, the Senior Manager, Corporate Partnerships is responsible for ongoing identification, analysis, cultivation, stewardship, renewal and expansion of Orbis's key corporate partners to raise revenue and awareness in support of Orbis International programs and services. This position will also have specific responsibilities associated with the planning and execution of major Orbis fundraising events, such as the annual Orbis International Gala.

Reporting and working relationships

The Senior Manager, Corporate Partnerships reports to the Global Director of Corporate Partnerships, collaborates closely with their Development department colleagues, works with Orbis employees around the world and on the Flying Eye Hospital (FEH), and liaises with the Orbis event planning consultant.

Key areas of responsibility

- Manage a portfolio of assigned corporate partners. Lead and manage all development, growth, stewardship, support and renewal activities related to assigned key alliances and philanthropic partnerships, meeting and/or exceeding established annual goals.
- Support Global Director of Corporate Partnerships as needed in stewardship of their assigned corporate partnerships.
- Manage and oversee contract creation, execution, fulfillment and associated logistical support for assigned accounts, ensuring that all terms and conditions are clearly defined, understood, and approved prior to execution and/or renewal.
- Analyze and understand the business climate and overall operational health for assigned accounts. Identify, facilitate, leverage and optimize short- and long-term opportunities for continued revenue and in-kind support.
- Collaborate with internal and external partners on promotional items, creative material, presentations, and marketing content across multiple channels (i.e. social, web, press, etc.) maintaining compliance with established policies and standards.
- Collaborate with event planning consultant on planning and execution of major Orbis International events.
- Maintain and organize contact lists, actions, proposals, reports and other records in the fundraising software database and network.
- Prepare sponsor stewardship reports, including partnership deliverables from key stakeholders.
- Represent the organization at scheduled sponsor events, tradeshow and conferences as assigned.
- Other duties as assigned.

Qualifications and experience

- Bachelor's Degree in Marketing, Business, Communications or related field.
- 5+ years progressively responsible work experience in a corporate fundraising/development or business to business sales role. Relevant experience in a not-for-profit, healthcare and/or global organization preferred.
- Event planning experience strongly preferred.
- Demonstrated ability to negotiate, interpret and fulfill contract terms and agreements.
- Demonstrated ability to exercise sound judgment. Ability to handle confidential information with tact and poise.

Skills and abilities

- Excellent presentation skills.
- Strong interpersonal, customer service and problem-solving skills. Ability to interact with Orbis Leadership, the general public, and healthcare audiences at a variety of levels with integrity and professionalism. Ability to manage and influence external vendor relationships.
- Able to show initiative, self-motivation, and attention to detail with the ability to manage multiple projects with competing priorities. Ability to quickly and easily adapt to changing organizational needs.
- Ability to achieve desired results while working collaboratively in a team environment.
- Ability to perform basic business/accounting functions including project management and budget reconciliation.
- Ability to obtain and maintain proper credentials necessary to access secure airport locations and facilities including but not limited to security and valid driver's license.
- Must be a strong advocate of the Orbis Mission to eliminate preventable blindness globally.
- Proficiency using computers and electronics equipment. General knowledge of various software, applications, and programs including but not limited to Microsoft Office Suite and constituent relationship management software. Familiarity with Raiser's Edge preferred.

How to Apply

To apply for the post, please email 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 to Zoe Oldham at zoeoldham@darylupsall.com. Please ensure that they are emailed as Word or PDF documents with the titles "your name cover letter" and "your name CV". Please put "Orbis" in the email subject line and state how you found out about the job announcement.

Deadline for applications: Sunday April 26th, 2020

Orbis is an Equal Opportunity Employer.

As a global organization, we welcome qualified applicants from diverse backgrounds and cultures who reflect the five Orbis values of Trust, Caring, Commitment, Accountability, and Excellence.