

# Job announcement

## Corporate Fundraising Managers (P3 & P4)

### Private Fundraising and Partnerships

<b>Location:</b>	Geneva, Switzerland
<b>Reporting to:</b>	Corporate Fundraising Manager
<b>Annual salary:</b>	This roles are P3, and P4 on the UN Salary scales (see below for more details)

### Background

[UNICEF](#) works in some of the world's toughest places, to reach the world's most disadvantaged children. To save their lives. To defend their rights. To help them fulfil their potential. Across 190 countries and territories, we work for every child, everywhere, every day, to build a better world for everyone. And we never give up.

The Private Sector Fundraising and Partnerships (PSFP) section within Private Fundraising and Partnerships works with National Committees and UNICEF country offices to maximize financial and non-financial support for children. Within this section, the purpose of the Corporate Partnerships Team is to drive impact, defined as financial resources in addition to other valuable assets and opportunities, in order to optimize the value of multi-dimensional partnerships with companies to achieve UNICEF's strategic goals.

The team supports key UNICEF Divisions with partnership strategies as well as National Committees and Country Offices with their strategies for growth. The team also champions and drives global best practice, partnership strategy and issues guidance and policies globally. Team members also play a role in the relationship management of key partners. To support this work, we are seeking to recruit corporate fundraising professionals.

### For every child, a Champion

Under the general guidance of the Corporate Partnerships Manager, these posts will manage and optimize the impact and results from a determined number of partnerships with international and national businesses to deliver upon the UNICEF's strategic objectives for the partnership and driving annual activity plans which align with this strategy. Successful outcomes will ensure that the partnerships meet financial resource targets as well as meeting targets for leveraging reach, influence, and respect.

The posts are responsible for maintaining the relationship with these corporate partners, alongside the lead market, and supporting the strategic direction, management, growth, and renewal of

these high value partnerships. These posts will work closely with UNICEF divisions such as Programme Division, Division of Communication, and others to deliver upon the partnership's strategies.

### How can you make a difference?

#### **Corporate Fundraising Manager P3**

1. Maximizes, in close collaboration with the 'lead' National Committee/Country Office, a portfolio of a determined number of high impact international and national partnerships with corporates with the objective to deliver against the partnership financial and engagement goals as defined by UNICEF.
2. Manages successfully internal and external stakeholders for the partnerships with focus on excellence in:
  - Acts as the UNICEF focal-point for the partnership in close cooperation with the 'lead' National Committee/Country Office who is in charge of the account-management.
  - Coordinates intra-UNICEF stakeholders in relation to the partnership – Program Division, Marketing & Communication, Contracting and engagement channels such as CSR, Innovation and Advocacy.
  - Engages with the 'activating' National Committees and Country Offices at defined moments.
3. Identifies, develops, and monitors progress on these partnerships as defined by UNICEF as the priorities.
  - Delivers upon the income targets.
  - Delivers upon the strategic targets as set by the strategic direction for the partnerships.
  - Ensures an agreed vision and partnership strategy is developed, up-to-date and implemented.
  - Holds a coordinated global activity plan for the streams of work for all partnerships managed.
  - Coordinates the soft-crediting implementation and decision making related to all international partnerships in the portfolio, working with Finance and the lead- and activating countries.
  - Develops, maintains, and disseminates, working with the lead country, the partnership knowledge management, and best practices.
4. Contributes to and coordinates the structure and process, necessary to effectively move and implement the account-management function of a determined number of new international partnerships
  - Develops and executes, in collaboration with the lead national Committee / Country Office the structure and processes necessary to imbed newly secured partnerships.
  - Coordinates and responds to inquiries by National Committee/Country Office on the specific partnerships in the portfolio ensuring that the inquiries are dealt with by the appropriate teams.

**To qualify as an advocate for every child you will have...**

- An advanced university degree in Business Management, International Relations, Marketing, Social Sciences, Fundraising, or related field is required.
- A first University Degree in a relevant field combined with 2 additional years of professional experience may be accepted in lieu of an Advanced University Degree
- Minimum five years of progressively responsible professional work experience in corporate fundraising, commercial or non-commercial account Management or marketing, of which a minimum of two years in an international context, is required.
- Proven experience of working across teams to manage complex partnerships and/or campaigns and ability to influence buy in for the resources needed to execute partnerships is highly desirable.
- Excellent problem solving; ability to effectively collect, analyze, organize, distil, and present information.
- Good commercial awareness and proven business acumen.
- Ability to thrive in a fast-paced environment and prioritize while working against multiple deadlines.
- Experience of working within corporate fundraising in an international organization is an asset.
- UNICEF experience is highly desirable.
- Fluency in English is required. Knowledge of another official UN language is an asset.

**Corporate Fundraising Manager P4**

1. In collaboration with the identified National Committees, maximizes a portfolio of international partnerships with corporates with the objective to achieve globally agreed targets and deliver against partnerships goals; or prospects with corporates with the objective to achieve globally agreed targets and deliver against the partnership goals as defined by UNICEF, working with key UNICEF Divisions, the designated National Committees and Country Offices.
  - Provides best practice relationship and account management to global accounts in collaboration with the National Committee teams.
  - Shares best practice strategies on renewal, expansion, stakeholder management with designated National Committee teams.
  - Coordinates intra-UNICEF stakeholders in relation to the partnership – Program Division, Communication, Contracting and other engagement channels such as CSR, Innovation and Advocacy.
  
2. Manages a plan for expansion of national partnerships into international partnerships.
  - Provides strategic guidance to National Committee to implement international expansion of the portfolio.
  - Identifies existing national partners to expand internationally.
  - Collaborates with the National Committee teams to implement this expansion; particularly in building the opportunities between relevant regions and/or markets.
  
3. Leads the elements necessary for the development and implementation of the UNICEF strategy, impact, and income targets.

- Supports strategic involvement of international corporate partners at events such as the WEF or UNGA events.
  - Enables participation of corporate partners in UNICEF, UN, and other platform meetings.
  - Identifies, unlocks, and prepares for additional senior level engagement opportunities
4. Provides inputs to global strategy discussions, best practices, and other ad-hoc initiatives.
- Is an active part of the global PFP Corporate Team including attending events, discussions and meetings on global initiatives and strategies.
5. Strategic assessment of portfolio and market's ability to deliver to global Joint Strategic Plan (JSP).
- Ensures market is delivering to grow and renew strategy KPIs

**To qualify as an advocate for every child you will have...**

- An advanced university degree in one of the following fields is required: Business, Marketing, International Relations, Social Sciences, or another relevant technical field.
- A first level university degree in a relevant field combined with 10 years of professional experience may be accepted in lieu of the advanced university degree.
- A minimum of eight years of professional work experience in fundraising, commercial or non-commercial account management or marketing of which a minimum of two years in an international context, is required.
- At least two years of experience in managing staff is required.
- Ability to work independently and to meet tight deadlines.
- Good commercial awareness and proven business acumen.
- Proven track record of working to deadlines.
- Fluency in English is required. Excellent writing and oral skills in English.
- Knowledge of another official UN language or local language of the duty station is considered as an asset.

**To apply for the posts**

Applications must be submitted here:

<https://jobs.unicef.org/en-us/job/540968/generic-vacancy-announcement-gva-corporate-partnerships-specialist-p3-and-corporate-partnerships-manager-p4-pfp-geneva-switzerland>

**This is a rolling process and applications will be evaluated on a case by case basis with a final closing date for applications of 2<sup>nd</sup> August 2021.**

This roles are P3 and P4 posts on the UN Salary scales. To find out more about what this means, please visit the UN site on Salaries and Post Adjustment:

[http://www.un.org/Depts/OHRM/salaries\\_allowances](http://www.un.org/Depts/OHRM/salaries_allowances)

**For every Child, you demonstrate...**

UNICEF's values of Care, Respect, Integrity, Trust, and Accountability (CRITA) and core competencies in Communication, Working with People and Drive for Results.

The UNICEF competencies required for this post are...

- Deciding and Initiating Action (II)
- Formulating Strategies and Concepts (II)
- Leading and Supervising (III)
  
- Relating and Networking (II)
- Entrepreneurial Thinking (II)
- Persuading and influencing (III)

To view our competency framework, please visit [here](#). Click [here](#) to learn more about UNICEF's values and competencies.

UNICEF is committed to diversity and inclusion within its workforce, and encourages all candidates, irrespective of gender, nationality, religious and ethnic backgrounds, including persons living with disabilities, to apply to become a part of the organization.

UNICEF has a zero-tolerance policy on conduct that is incompatible with the aims and objectives of the United Nations and UNICEF, including sexual exploitation and abuse, sexual harassment, abuse of authority and discrimination. UNICEF also adheres to strict child safeguarding principles. All selected candidates will be expected to adhere to these standards and principles and will therefore undergo rigorous reference and background checks. Background checks will include the verification of academic credential(s) and employment history. Selected candidates may be required to provide additional information to conduct a background check.

**Remarks:**

Mobility is a condition of international professional employment with UNICEF and an underlying premise of the international civil service.

Only shortlisted candidates will be contacted and advance to the next stage of the selection process.