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| **I. Post Information** | |
| Job Title: Partnerships Manager - Generation Unlimited Corporate  Supervisor Title/Level:  **Matrix reporting to Chief** **Corporate Partnerships PFP (dotted) and GenU deputy director Partnerships (bold)**  Organizational Unit: **Corporate Partnerships/Partnerships/PFP**  Post Location: **Geneva** | Job Level:P-4  Job Profile No.:  Job Classification Level: |

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| II. ~~Strategic office context and~~ purpose for the job |
| The fundamental mission of UNICEF is to promote the rights of every child, everywhere. Over the decades, UNICEF has worked to protect the rights of children of all ages — from early childhood through adolescence – and will continue to deliver results for all children and young people under the five goal areas of the Strategic Plan. In recent years, our work to support the unique needs of young people has gained momentum, as the challenges facing them have come more sharply into view. The second decade of life is a time of tremendous opportunity – but for far too many youths, it also presents increasing challenges.  Building on work across the UN with and for young people, and in line with the UN Youth Strategy, in 2018, UNICEF launched a new global partnership dedicated to expanding opportunity for young people, ages 10-24. Generation Unlimited (GenU) is centered on finding new ways to ensure that every young person is in school, learning, training or employment by 2030 — with a focus on those in the greatest danger of being left behind, including girls, the poorest, those with disabilities, young people on the move, and those affected by conflict and natural disasters.  This partnership brings together leaders from governments, UN agencies, the private sector, academia, international and civil society organizations, and young people, and identifies, co-creates, resources and scales-up innovative solutions to expand opportunity for young people. Young people participate meaningfully in the co-creation of solutions, informing, advising, and helping implement at every step of the way.  **Strategic office context**  :  The Private Sector Fundraising and Partnerships (PSFP) section within PFP works with National Committees and UNICEF country offices to maximize financial and non-financial support for children and young people. 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 GenU strategic goals.  The team supports key UNICEF Divisions with partnership strategies as well as National Committees and Country Offices with their strategies for significant 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.  **Purpose for the job** -  Under the overall guidance and direction of the Deputy Director Partnerships and Resource Mobilization, the Fundraising Manager plays a technical role for the coordination, planning, development, and realization of GenU’s resource mobilization strategy, within PFP’s Corporate team, under the leadership of **Chief** **Corporate Partnerships**. The incumbent will oversee and coordinate various fundraising channels and activities, ensure engaged and long-term partnerships, and contribute to revenue growth for GenU.  This post will optimize partnership outcomes, defined in both financial and nonfinancial terms, from a portfolio of leading high-impact international partnerships with Corporates globally focusing on Generation Unlimited youth programs. The incumbent will play a critical role in working with UNICEF’s National Committees, who co-manage these high-value partnerships, in significantly growing and renewing strategic relationships and expanding them by geography or channel in order to leverage the greatest impact from the partnership. The incumbent will work closely with the National Committees and lead dissemination of knowledge and best practices in partnership management, across UNICEF. |

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| III. Key functions, accountabilities and related duties/tasks: |
| 1. Oversee the global Market Portfolios for Generation Unlimited specific outreach, to maximize a portfolio of high value international partnerships with corporates with the objective to achieve fundraising targets and deliver against the non-financial partnership goals, working with National Committees and Country Offices. Specific responsibility for key strategic relationships. 2. Develop and coordinates with the relevant institutions outreach for new partners and the partnerships up for renewal, advises on outreach and renewal strategies and best practices, and expands large national partnerships into international ones.  * Reaches the set outreach and renewal % rate and income targets. * Delivers upon the expansion income- and impact targets. * Coordinates, manages and disseminates regularly a global renewal & growth pipeline and planner.  1. Manages successfully internal and external stakeholders with focus on excellence in:  * Relationship management of the corporate partners; * Engagement with existing and activating other National Committees and Country Offices; * Intra-UNICEF stakeholder coordination – with Program Division, Communication, Contracting and other engagement channels such as CSR, Innovations and Advocacy.  1. Lead and coordinates elements necessary for the development and implementation of UNICEF’s Generation Unlimited strategy, and the corporate fundraising plan and targets.  * Contributes to a global center of excellence in partnership management including effective knowledge management and dissemination across the UNICEF family of partnership management best practices, examples and guidelines; * Develops a coherent annual workplan and budget covering each component of the strategy, including a partnership prospect pipeline, investment cases, cultivation and solicitation, and partnership management; ensures sufficient re-investment into fundraising activities. |
| **CHILD SAFEGUARDING**  Child safeguarding involves proactive measures to limit direct and indirect collateral risks of harm to children, arising from UNICEF’s work, UNICEF personnel or UNICEF associates. The risks may include those associated with: physical violence (including corporal punishment); sexual violence, exploitation or abuse; emotional and verbal abuse; economic exploitation; failure to provide for physical or psychological safety; neglect of physical, emotional or psychological needs; harmful cultural practices; and privacy violations.  Certain UNICEF positions present elevated child safeguarding risks (“elevated risk roles”) and candidates and/or incumbents may be subject to more rigorous vetting and training. Roles may be elevated risk roles because of significant unsupervised direct contact with children, their data, having a role in responding to safeguarding incidents, or being otherwise assessed as presenting an elevated risk. This position has been identified as not being an elevated risk role.  *Note: To appropriately categorize this position, please refer to the* [*Guidance on Identifying & Assessing Elevated Risk Roles*](https://unicef.sharepoint.com/sites/DHR-ChildSafeguarding/SitePages/HR-Guidance-on-How.aspx) *for this job profile and remove non-applicable description in the highlighted area above.* |

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| IV. Impact of Results |
| UNICEF National Committees are a critical partner in achieving UNICEF GenU goals with the private sector and accounts for a substantive financial income targets for corporate partnerships in 2022 and is significantly growing.  Efficient and effective delivery against the above accountabilities will result in a strong strategic-and integrated management of a number of large international partnerships with corporates. This will secure a significant income for UNICEF’s overall programmes annually but also find these corporates actively engaged in UNICEF work through CSR or advocacy for example.  Leadership of the incumbent in the above functions will furthermore result in best-in-class relationship management of these corporate partners, in an effective and satisfying work- relationship with National Committees and Country Offices taking part in these partnerships, and in efficient internal UNICEF stakeholder management. |

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| **V. Competencies and level of proficiency required** | |
| **Core Values attributes**   * Care * Respect * Integrity * Trust * Accountability | **Core competencies skills**   * Nurtures, Leads and Manages People (2) * Demonstrates Self Awareness and Ethical Awareness (2) * Works Collaboratively with others (2) * Builds and Maintains Partnerships (2) * Innovates and Embraces Change (2) * Thinks and Acts Strategically (2) * Drives to achieve impactful results (2) * Manages ambiguity and complexity (2) |

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| **VI. Recruitment Qualifications** | |
| Education: | An advanced university degree in Business, Marketing, International Relations, Social Science or related fields is required |
| Experience: | * 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.   *\*A first University Degree combined with 2 additional years of professional experience may be accepted in lieu of an Advanced University Degree in the field of journalism, communications, external relations, public affairs, or public relations or corporate communications*.   * At least two years of line management experience is desired. * Ability to work independently and to meet tight deadlines. * Good commercial awareness and proven business acumen. * Proven track record of working to deadlines. |
| Language Requirements: | Fluency in English is required. Knowledge of another official UN language or the local language of the duty station is considered as an asset. |
| **VII. Signatures- Job Description Certification** | |
| Name: Signature Date | |
| Title: Supervisor of the post  Name: Signature Date | |
| Title: Section Chief  Name Signature Date | |
| Title: Director, Programme Generation Unlimited | |