



Vacancy Announcement Director of Partnerships

Organization	Adeso: African Development Solutions, www.adesoafrika.org
Position Title	Director of Partnerships
Reporting To	Chief Advocacy & Partnerships Officer
Working Closely With	All levels of the organization
Duty Station	Remote – with preference for US West Coast
Starting Date	Immediately

ORGANIZATIONAL CONTEXT

Adeso is a pioneering African social enterprise with global influence. Our vision is a world where people thrive through their own resourcefulness and tenacity. We work to tackle the obstacles that are preventing us from realizing a decolonized world where local leaders and community members are the primary decision-makers in their own social and economic development.

We are working to develop practical solutions that help break down the barriers toward locally led development. To do this, we work in two primary arenas: 1) the global stage where we use our powerful advocacy platforms to call out and improve the systems that perpetuate the power and wealth gaps between the Global North and Global South; and 2) Somalia where we use our deep community connections and long track record of success to implement game-changing projects that pass our high standards of authentic community involvement.

POSITION SUMMARY

The Director of Partnerships is a new position on the Advocacy and Partnerships team and he/she/they will be a critical part of Adeso's success. The Director of Partnerships will play a crucial role in securing financial resources to support our programs and initiatives, while also fostering meaningful relationships with donors, stakeholders, and partners on an international scale. The right individual will be energized to lead our strategic fundraising efforts and cultivate partnerships for sustained organizational growth. In addition, the person in this role is expected to be knowledgeable of, and wholeheartedly dedicated to, the aims of decolonization and rethinking the global aid system.

POSITION ROLES & RESPONSIBILITIES

The position includes the following responsibilities:



- **Strategic Planning:** Collaborate with the Chief Advocacy and Partnerships Officer to develop and implement comprehensive fundraising strategies aligned with the organization's mission, goals, and priorities.
- **Fundraising Leadership:** Lead the development team in identifying, cultivating, and soliciting ultra-high net worth donors, foundations, and other funding sources to meet annual revenue targets.
- **Donor Engagement:** Build and maintain strong relationships with existing and prospective donors, ensuring effective stewardship and communication to enhance donor engagement and retention.
- **Grant Management:** Coordinate with the team that drives Adeso's grants process, and support/guide team members focused on research, proposal writing, grant reporting, and gift processing to secure a streamlined and transparent process for institutional funders, ultra-high net worth individual donors, and private foundations.
- **Cross-Functional Partnership:** Identify and pursue strategic partnerships within Adeso, including initiatives like Kuja and [Pledge for Change](#).
- **Team Management:** Provide leadership, guidance, and mentorship to the development team, fostering a culture of excellence, collaboration, and accountability.
- **Monitoring and Evaluation:** Establish systems for tracking fundraising performance, analyzing outcomes, and evaluating the effectiveness of development strategies and activities.
- **Representation and Advocacy:** Represent the organization at relevant conferences, events, and meetings, advocating for our mission and priorities to diverse stakeholders and influencers. Lead the donor education work including developing curriculum and delivery of the material at key opportunities.

ESSENTIAL SKILLS AND QUALIFICATIONS

The successful candidate must believe in the core values of Adeso and be driven by the mission. The candidate should demonstrate a passion for breaking new ground to lead change, and will have some of the following:

- A deep commitment to decolonization of the African aid system.
- Bachelor's degree in a relevant field, advanced degree preferred.
- Deep understanding of fundraising principles, techniques, and best practices, particularly in the international nonprofit sector.
- Excellent communication skills, with the ability to articulate complex issues and compelling narratives to diverse audiences.
- Strong leadership and management abilities with experience leading and motivating teams to achieve ambitious goals.
- Strategic thinker with the ability to analyze data quickly to drive decision-making, assess opportunities and risks, and develop innovative fundraising strategies.
- Proven ability to cultivate and steward relationships with ultra-high-net-worth individuals, foundations, corporations, and government agencies.
- Experience working in an international context and navigating cross-cultural dynamics.



APPLICATION PROCESS

This is an exciting opportunity for a dedicated and highly motivated professional. If you would like to join our team, please submit your application to jobs@adesoafrica.org quoting the position in the email subject matter. This application will be open until the position is filled.

- Each application should be addressed to the Human Resources Department and include the following:
 - 1 page Cover Letter with applicant's current contact information.
 - 1 page Resume or CV including detailed work experience, education/degrees, and details of similar assignments.
 - 3 professional references with complete contact information (Name, Relationship to Reference, Email and Phone Number)

Applications that do not include all of the above information will not be reviewed. Only short-listed candidates will be contacted. Adeso is an equal opportunity employer.