Partnerships Officer - Americas

The Organization

The Alliance of Bioversity International and the International Center for Tropical Agriculture (CIAT) delivers research-based solutions that harness agricultural biodiversity and sustainably transform food systems to improve people’s lives. Alliance solutions address the global crises of malnutrition, climate change, biodiversity loss, and environmental degradation. With novel partnerships, the Alliance generates evidence and mainstreams innovations to transform food systems and landscapes so that they sustain the planet, drive prosperity, and nourish people.

The Alliance is part of CGIAR, a global research partnership for a food-secure future.

About the position

The Partnerships Officer will work with the Managing Director of the Americas region, the Partnerships & Communications team, and scientific community to identify and create opportunities for funding at the regional and country level. This role will contribute to maintaining a robust regional fundraising pipeline, and securing financial and in-kind resources for implementation of the Alliance’s research-for-development agenda.

The Partnerships Officer is co-supervised by the Managing Director of the Americas region and the Global Director of Partnerships & Communications. Although regionally focused, the incumbent contribute to the Alliance’s overall resource mobilization and partnerships objectives, working closely with the global partnerships team.

This position will be based at the Americas hub of the Alliance located in Palmira, Colombia.

Key Responsibilities

- Identify and gather intelligence on funding prospects at country and regional-level with an affinity for research, development, and policy change aligned with the Alliance’s mission and strategic objectives.
- Co-design with the Alliance’s scientific community and senior leadership, funder engagement strategies (cultivation, solicitation, stewardship, campaigns) that lead to financial and in-kind contributions.
- Plan, design and ensure the Alliance’s participation in key regional and national events and policy dialogues related to the Alliance’s mission, to build and maintain funder and partner networks, and generate funding opportunities.
- Plan and oversee funder and prospective funder visits to Alliance offices and research sites to stimulate meaningful long-term relationships, including preparation of briefs and taking points.
- Support submission of high quality, strategic, competitive and timely proposals to funders, and follow through until approval.
- Contribute to maintaining a database of funder information and engagement.
- Monitor regional and country-level fundraising trends and opportunities for the Alliance’s different funding streams.
Conduct regular analyses of fundraising performance to draw lessons learned from both successful and unsuccessful bids.

Prepare and deliver partnerships management reports related to fundraising, donor engagement, retention and attrition to key stakeholders

**Education and professional requirements**

- Masters degree in Business, International Relations, International Development, Rural development, or related fields
- Progressive experience of 7 or more years in partnerships building and/or fundraising positions
- Experience organizing events for maximum policy and fundraising impact
- Successful experience in donor engagement
- Knowledge of and/or experience with international donor agencies, private sector engagement and global foundations
- Track record of working with research staff to engage these with fundraising
- Professional proficiency in English language (oral, written)

**Role Competencies**

- A successful fundraiser, with major gift responsibility and prior campaign experience
- A team-oriented individual, familiar with cultivation process, and possessing strong organizational skills
- Strong relationship-building, business, and project management skills
- Exceptional strategic planning abilities, attention to detail and delivery
- Ability to stay organized, maintains attention to detail, builds social capital, and execute assignments on time and with quality
- A strategic and innovative thinker who has demonstrated resourcefulness in working collaboratively with many stakeholders

**Terms of employment**

This is a national scope search and we will offer to the selected candidate a national contract according to the Colombian labor law regulations.

We offer a fixed term contract up to one (1) year, subject to a probation period of two (2) months, and is renewable depending on performance and availability of resources. The Alliance Bioversity-CIAT offers a multicultural, collegial research environment with competitive salary and excellent benefits. We are an equal opportunity employer, and strive for gender, diversity and inclusion in our staff, without regard to race, color, religion, gender, gender identity, sexual orientation, national origin, ethnicity, age, disability, marital status, or any other characteristic.

**Applications**

Applicants are invited to send a cover letter illustrating their suitability for the above position against the qualifications, competencies, skills together with a detailed curriculum vitae, including names and addresses of three referees knowledgeable about the candidate’s professional qualifications and work experience. All correspondence should be addressed to the Human Resources Office, at t.solis@cgiar.org and should clearly indicate “Application: Partnerships Officer - Americas”.

**Closing date for applications:** Feb 26/2021.

We invite you to learn more about us at: