



**child's  foundation**  
we make families not orphans

**APPOINTMENT OF  
GRANTS AND STRATEGIC  
PARTNERSHIPS MANAGER**

[www.chidsifoundation.org](http://www.chidsifoundation.org)  
[applications@chidsifoundation.org](mailto:applications@chidsifoundation.org)



# child's foundation



Child's i Foundation is a Uganda based charity with an international reputation for advocating child rights and creating community based alternatives to orphanages. A small non-profit with a big impact, we work with governments, national partners and our worldwide network of supporters to highlight the harm and cost of orphanages in Uganda and globally. We're helping to reimagine the whole child protection and care system, repurpose orphanages and rebuild services at the heart of communities that are designed to strengthen and support birth, foster and adoptive families. Because every child needs a loving family, we are Child's i.

## VISION

One day, in a Uganda free of orphanages, all children will belong and grow up in safe and loving families.

## MISSION

Our mission is to enable Uganda to fully commit as a nation to curb the spread of orphanages, repurposing the orphanages that exist and reimagining the way it cares for vulnerable children and young people.







# OUR VALUES

## WE DON'T COMPROMISE

Children come first in everything we do. We only do what's in their best interest



## WE COLLABORATE

We work in partnership and harness the collective wisdom that emerges when individuals work together



## WE INNOVATE

We reimagine solutions and alternatives to orphanages.



## WE ARE FEARLESS

We stand up for children and we're fearless in challenging practices are harmful to them.



**If you share our values, and believe that every child deserves to grow up in a family and not in an orphanage, we want to hear from you.**





# ROLE DESCRIPTION

We are looking for a highly motivated individual to join our strategic leadership team as our Grants and Strategic Partnerships Manager, to help us achieve our vision of a Uganda free of orphanages where every child grows up in a safe and loving family.

## JOB PURPOSE

Child's i Foundation is at an exciting point of growth, developing our UK infrastructure to raise significant income to ensure every child in Uganda grows up in a family, not an orphanage. Our strategic plan is to grow our annual income from c £1,000,000 to £2.2m over the next 4 years with current funding from St James's Place Foundation, UBS Optimus Foundation, DfID, Medicor and private donors.

We are looking for an enthusiastic and experienced Grants and Strategic Partnerships Manager to join a small and highly effective team to manage and grow key relationships. They will identify new prospects and make high quality applications to a wide range of trusts and foundations.

The successful candidate will possess a demonstrable track record of soliciting donations from trusts, foundations and statutory funders. They will be a strong communicator with the ability to create compelling cases for support in the form of both written proposals and face-to-face meetings. Excellent interpersonal skills with the ability to establish credibility and good working relationships with internal and external stakeholders are also essential.

This is a home-based role with commitment to trips to London & Kampala when required. We are open to considering candidates that are not based in the UK.

# ROLES AND RESPONSIBILITIES

## Building and managing relationships with funding partners

- Research, prospect and cultivate a brand-new pipeline of donors to support our fundraising goals.
- Work with the CEO and Relationships Manager to develop strategy for the cultivation, engagement and stewardship of donors, trusts and foundations.
- Develop existing and future relationships with key donors (e.g. DfID, USAID, UBS) ensuring compliance with contractual obligations and timely communication of developments, as well as prospects where appropriate.
- Work with the MEAL manager and Research and Impact volunteer to source information about our research and programmes to inform donor proposals.
- Ensure all funding is in accordance with the operational delivery, underpinned by our strategic plan.
- Develop bespoke, high quality proposals, reports and presentations for major donors, trusts and grant making foundations.
- Create regular reports for our Board.
- Ensure donors are appropriately recognised in line with organisational standards.
- Provide information and support to the CEO for donor engagement meetings.
- Work with the CEO, Country Director and Fundraising Director in Uganda, to develop leads with strategic funding and implementation partners that contribute to the development and mission of the organisation.
- Contribute to an agreed level of income from new grant-making donors each year.
- Present oral or written proposals, alone or with the CEO to potential grant-making donors.
- Maintain an up to date knowledge of the broader grants fundraising environment.

## Reporting on impact

- Work with and support our MEAL manager in collaboration with the Project managers, in the development and implementation of a Monitoring and Evaluation framework.
- Support the implementation and proper use of Monitoring and Evaluation tools and procedures.
- Validate the reports and analysis produced by the country programme, in collaboration with the MEAL manager and ensure information sharing with the teams.
- Carry out other associated duties as may arise, develop or be assigned in line with the broad remit of the post.

## PERSON SPECIFICATION – SKILLS AND EXPERIENCE

- Demonstrated experience of leading successful fundraising and new business development for NGOs, in humanitarian or development contexts.
- 3-5 years of experience working with international organisations, particularly in Africa, in a child rights environment.
- Strong time management skills with the ability to be flexible and work to tight deadlines.
- Experience of working with budgets and financial information.
- Experience in coordinating development of large-scale or strategic proposals, including the development of project budgets for multilateral and bilateral donors.
- Knowledge of international grants procedures and rules.
- Experience in managing long-distance international relationships.
- Knowledge/understanding of monitoring, evaluation and learning.
- Excellent verbal and written communication skills.
- Strong diplomatic and interpersonal skills – including the ability and confidence to network, persuade and negotiate effectively.
- Good understanding of programme implementation.
- Strong data management skills.
- Excellent computer skills, particularly MS Office.
- Ability to work in a team as well as independently.
- Cross-cultural sensitivity, respect for other cultures, diversity and gender equality and awareness of equal opportunity issues.
- Ability to travel overseas for approximately 8 weeks per year.
- Experience of child protection/safeguarding would be desirable..

**At Child's i Foundation we value diversity and we are committed to creating an inclusive culture where everyone is able to be themselves and to reach their full potential. The statements are not intended to be construed as an exhaustive list of all duties, responsibilities and skills required for this position.**





# HOW TO APPLY

To apply for the role please send your CV and covering letter (no more than 2 pages) to [applications@childsifoundation.org](mailto:applications@childsifoundation.org) by **9 September 2020**.

Initial interviews will be held on the **17 & 18 September 2020**.

Child's i Foundation is an equal opportunity employer and prohibits discrimination and harassment of any kind.

We are happy to discuss flexible working for this role.



For general information about working for Child's i visit [www.childsifoundation.org](http://www.childsifoundation.org)