

CENTER *for* REPRODUCTIVE RIGHTS

Senior Director, Institutional Partnerships

Description

About The Center for Reproductive Rights

The Center for Reproductive Rights (the Center) is the premier global litigation and legal policy organization using the power of law to advance reproductive rights as fundamental human rights around the world. Headquartered in New York City, the non-profit, nonpartisan organization has regional offices in Bogota, Geneva, Kathmandu, Nairobi, and Washington, DC. Its staff consists of approximately 200 diverse professionals, and its annual budget is approximately USD 40 million, with an additional USD 22 million in donated services from leading law firms around the globe.

The Center's game-changing litigation and advocacy work and unparalleled expertise in constitutional, comparative, and international human rights law have transformed how reproductive rights are understood by courts, governments, and human rights bodies worldwide. It has played a key role in securing landmark legal victories in Africa, Asia, Eastern Europe, Latin America, and the United States on issues including access to life-saving obstetrics care, contraception, safe abortion services, and comprehensive sexuality information, as well as the prevention of forced sterilization and child marriage. It has brought groundbreaking cases before national courts, U.N. Committees, and regional human rights bodies, led the development of historic, proactive legislation advancing robust protections for reproductive rights, and has built the legal capacity of women's rights advocates in more than 60 countries.

About the Role

Reporting to the Chief Development Officer, the Senior Director of Institutional Partnerships leads the implementation of a comprehensive strategy for building and sustaining donor relationships with bilateral and multilateral funders and foundations. The Senior Director oversees relationship-building and cultivation efforts, understands donor priorities and funding trends, leads the team in submitting responsive proposals, ensures that program initiatives are linked to donor interests, and supports the capacity-building of regional program staff as key partners in securing and managing grants and sub-grants from institutional funders and stewarding donor relationships. The Senior Director will build and lead a high-performing team that will ensure high-quality delivery and technical excellence across the grant lifecycle.

Purpose of the Role

The Senior Director will be responsible for identifying, securing and stewarding funds from government, foundations and multilateral sources to support the expansion of the Center's global and US programs while building the foundation for future expanded support.

Duties and Responsibilities

Leadership

- Lead and develop the Institutional Funding team to support the Global Programs, Government and External Relations and Regional Teams.
- Lead the Center's institutional funding efforts and the development of the institutional funding work plan with clear targets and KPIs.
- Advise the Center's Executive Team on current and anticipated changes in institutional donor priorities to inform strategy, engagement and decisions.
- Represent the Center at external events and meetings, including with partner organizations, donors, and in global and regional convenings.

Strategy

- Set and meet annual and multiyear revenue goals.
- Drive forward the external engagement strategy to ensure that the Center is positioned as a premier, effective Sexual and Reproductive Health and Rights (SRHR) agency in the view of priority institutional funding partners.
- Support the institutionalization of proposal development and grant management processes across the grant life cycle.
- Work closely with Global Programs, Government and External Relations, and Regional Teams to increase their capacity to engage with, mobilize and manage funding from institutional funders.

Business Development

- Develop and deepen relationships with select priority funders and strategic partners.
- Review bid opportunities with Regional Directors and ensure timely decision-making regarding go/no-go procedures, escalating where appropriate.
- Lead and manage the submission of funding opportunities to ensure high-quality, cohesive proposals that are compliant with donor specifications.
- Work across teams to ensure support for the management of grants and subgrants.
- Lead teams to develop high-quality tools and systems across the grant life cycle, including managing sub-award agreements.
- Negotiate with international and local NGOs as appropriate to establish partnerships for program development opportunities.
- Provide leadership support to build the capacity of the Center's Regional Offices to build relationships with priority donors, develop quality proposals and reports, and drive new funding for the Center's programs.

Management

- Provide leadership and mentoring to program staff on identifying and cultivating new donor prospects and on the packaging and pitching of existing or proposed work.
- Ensure a smooth integration of development goals with program priorities.
- Responsible for hiring, training and developing staff.

Skills and Experience

- Experience prospecting for and managing government grants.
- Minimum of at least 20 years of progressive work experience in business and grant development – including five years at a senior leadership level.
- Track record of winning and effectively managing 6,7 and 8-figure awards.
- High level of comfort interacting with institutional donors and successful track record of managing high-level donor relationships.
- Demonstrated leadership skills and ability to manage, develop and engage a multi-location team. Prior budget management responsibility is required.
- Excellent communication skills, including written and oral communications, and the ability to effectively influence and convince internal and external stakeholders.
- Experience working in development or humanitarian contexts, preferably for an INGO or international organization (e.g. UN, major donor), preferably with some time spent in the field.
- Extensive knowledge and understanding of the donor landscape around SRHR globally is an asset.
- Commitment to the Center's mission, purpose, and values.

Meta Fields