



## Senior Manager Institutional Partnerships NTDs

### Description

#### About CBM

CBM is an international development organisation committed to improving the quality of life of persons with disabilities in the world's poorest communities. Based on Christian values and over 100 years of professional expertise, CBM addresses poverty as a cause and a consequence of disability.

CBM works in partnership to create an inclusive society for all. They partner with government, non-governmental organisations, and Organisations of Persons with Disabilities (OPDs) to develop and implement disability-inclusive development programmes.

The organisation focuses on Community-Based Inclusive Development (CBID), Inclusive Eye Health, and Inclusive Humanitarian Action to ensure that persons with disabilities and their organisations fully participate in their communities' social, economic, and political life and access effective support when needed.

#### About the Role

Neglected tropical diseases (NTDs) such as trachoma, elephantiasis, and river blindness put over 1.7 billion people worldwide at risk of disability, disfigurement, developmental disabilities, malnutrition, irreversible blindness, stigma, and mental health challenges. NTDs are usually found in tropical and subtropical regions and are both causes and consequences of poverty.

CBM has dedicated over 30 years to easing NTD suffering, collaborating closely with health ministries to fulfil the 2021-2030 NTD roadmap. They are hiring a Senior Manager for Institutional Partnerships in NTDs to bolster ties with donors and implementers, aiming to expedite vital service delivery in key areas.

The Senior Manager will lead CBM's engagement with key NTD sector partners, including donors, NGOs, and foundations in North America. Reporting to the Director of the Inclusive Health Initiative, the position will work closely with the Director of the Institutional Donors and Philanthropy (IDP) division and collaboratively with senior team members of the IDP, Inclusive Eye Health and NTDs teams, and regional and country office colleagues.

#### Purpose of the Role

The Senior Manager will oversee fundraising for a specific area, developing strategies to meet income targets and ensuring legal compliance. They will manage donor relations, identify new partnerships, support proposal development, and enhance CBM's visibility among US and international donors. This role aims to secure funding by showcasing CBM's impact and relevance, representing CBM to institutional donors and stakeholders. Effective relationship-building with donors, partners, media, and agencies is crucial to influencing institutional partnerships and competitive grant opportunities in neglected tropical disease research.

#### Duties and Responsibilities

- Maintain and strengthen relationships with major bilateral and multilateral health funders within North America and internationally;
- Research priorities, procedures, and opportunities for potential bilateral and multilateral funding partners;
- Cultivate and strengthen relationships with various partners, including U.S. and international bilateral and multilateral agencies;
- Build relationships with primary contractors of bilateral and multilateral funding;
- Conduct strategic analysis to identify mission-aligned opportunities to apply as a subgrantee;
- Work with the NTD team and relevant colleagues to identify strategic funding opportunities via bilateral and multilateral agencies;
- Represent CBM at conferences, networking meetings, and events to network with potential funding partners;
- Support the development of proposals, reports, and concept notes on relevant health topics;
- Perform related responsibilities as required;
- Travel nationally and internationally as needed.

#### Skills and Experience

- Background in global public health, business development, philanthropy, public administration, or equivalent;
- Exceptional interpersonal and networking skills;

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- Proven track record of success with bilateral and multilateral funding;
  - Familiarity with bilateral and multilateral donor funding mechanisms, policies, and procedures;
  - Strong research, writing, and presentation skills;
  - Ability to manage multiple projects simultaneously in a deadline-driven environment;
  - Ability to work collaboratively across departments, cultures, and time zones;
  - Strong organisational skills, detail-oriented, and ability to work collaboratively as well as independently with minimum supervision;
  - A collaborative approach that includes working with multiple internal and external stakeholders;
  - Solid understanding of and experience working with global health issues;
  - Experience with grant writing;
  - Experience with private foundations, bilateral or multilateral donors, and other international development agencies is a plus;
  - Work experience in low-resource settings is a plus;
  - English proficiency;
  - Identification with Christian values and the mandate of the CBM.

**Meta Fields**