



Consultant, Public-Private Partnerships for Capacity Building Grants for U.S. Undergraduate Study Abroad

Overview:

The consultant, who will report directly to the Senior Director of Public-Private Partnerships, will be responsible for leading and providing strategies for developing a network of public and private partners committed to investing in the Capacity Building Grants for U.S. Undergraduate Study Abroad (CBG). This grant program focuses on empowering higher education institutions to diversify study abroad on their campuses to better equip graduating students with global competencies when entering the competitive workforce.

1. Responsibilities

- Provide access to corporate, government and private foundations that have potential to invest in the CBG program:
 - Help secure and accompany Partners to key donor meetings and help engage corporations and foundations in the Initiative;
 - Offer strategic advice and intervention to support CBG during and after the presidential transition;
- Provide guidance on an overall strategic approach to communications, engagement with CBG corporate funders, international financial institutions, foundations, and other agencies inside and outside the US government as appropriate;
- Provide strategic communications with stakeholders and serve as the liaison with the CBG team;
- Support convening a Round Table meeting composed of corporate, government and private foundations to bring awareness of CBG and pledge opportunity; and
- Report to Partners' senior staff on a regular basis

2. Qualifications

The consultant must have demonstrated capacity to raise funds from corporations, foundations, and government agencies, ideally through proven success in initiatives supported through public-private partnerships. Must have experience in developing public-private partnerships, concept papers, proposals and a track record of successful cultivation of donors with resulting grants and gifts. This person must be able to make sound decisions based on precedent and procedure, multi-task well, and have excellent writing and presentation skills.

3. Skills/Experience

- Bachelor's degree required. Master's degree preferred, plus a minimum seven years' professional related experience in fundraising.
- Proven track record in fundraising and donor management working with corporate or foundations.
- Strong cross-cultural/interpersonal skills.



- Ability to interact with stakeholders with cultural sensitivity fostering a supportive environment in person and in all forms of correspondence.
- Excellent oral and written skills in English. Knowledge of other foreign language(s) is encouraged.

In addition, candidates should have demonstrated ability to work independently and be a team player; have excellent organizational skills and be detail oriented; be able to manage time, set priorities, and meet deadlines; be enthusiastic and energetic; and be willing and flexible to undertake multiple tasks.

4. Period of Performance

The period of performance will be 6-12 months starting as early as January 2017, subject to renewal upon mutual consent of the parties and availability of resources.

Interested candidates must submit a resume and cover letter to recruit@partners.net. Include "Capacity Building Grants Consultant" in the subject line. Position is open until filled. Partners of the Americas is an Equal Opportunity Employer. No phone calls please. Only finalists will be contacted.