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| **ROLE PROFILE: WCA Head of Programme Funding Resource Mobilisation** | |  |
| Position Title: | WCA Head of Programme Funding Resource Mobilisation (632816791) |

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| **Team** | Programme Funding | **Grade** | M4 |
| **Reports To (Title)** | Global Head of Programme Funding Country Support | **Contract Length** | Permanent |
| **Location** | Senegal- primary location. We will consider candidates from: WCA - Any existing SCI office location in the WCA Region, SCI approved countries in Europe. | **Time-zone** | Central (GMT + / - 3) |
| **Languages** | English, French | **Positions available:** | 1 |

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| **Team and Job Purpose** |
| **Team purpose**  To provide strategic leadership and direction on all Programme Funding matters across Save the Children. Optimise and align our local-to-global programme funding portfolio and drive continuous improvements in our capabilities, funding practices and donor partnerships. Blend art and science to turn insights into action. Collaborate extensively across the movement, and partner closely with key stakeholders, both within and beyond StC, to directly inform, shape, and connect key strategic programme funding trends and initiatives that advance the movement's Global Strategy and Global Funding Framework ambitions.  **Role purpose**  To lead strategic programme funding resource mobilisation (PFRM) efforts across all market channels and leverage relationships to support funding growth regionally, ensuring alignment with the Strategic Plans of Countries in the region. Acting as the primary ‘Business Partner’ and principal point of contact for all Implementing Offices in the region, this role will develop and drive the region’s PFRM Strategy, will lead an active PFRM Community of Practice, will focus on enhancing business development and donor partnership practices in the region, will maintain oversight on the region's programme funding risk monitoring and reporting, will lead on all regional Fundraising Protocol support, will ensure that effective cross-functional programme funding ways of working are followed across the region, and will foster key relationships with donors, partners, and civil society stakeholders across the region to help Country successfully secure their flagship programme funding opportunities. |

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| **Principal Accountabilities** |
| 1. Lead WCA’s strategic programme funding resource mobilisation efforts across all market channels, ensuring alignment and coherency across the region’s Country Strategic Plans, while fostering a local-to-global culture of collaboration and accountability. 2. Act as the primary point of contact and ‘Business Partner’ for all Implementing Country Offices in the WCA region on all programme funding resource mobilisation matters, on all Fundraising Protocol support needs and requirements, on all multi-country business development activity, and on local-to-global programme funding strategic initiatives; directly supporting Country Offices as needed to help them achieve their funding growth targets and organisational objectives. 3. Develop and drive the WCA region’s Programme Funding Resource Mobilisation Strategy - aligned to the Global Funding Framework and Global Strategy; ensuring the Regional PFRM Strategy creates impactful partnerships with donors, partners, and civil society stakeholders that helps Country Offices secure necessary funding and impact that fulfils Save the Children’s mission. 4. Oversee the support and risk monitoring (and escalation) of the region’s programme funding portfolio, ensuring that funding risks are identified, reported, and managed effectively to secure and maintain funding stability. 5. Lead ‘Communities of Practice’ within the WCA region on programme funding resource mobilisation, fostering an inclusive environment where best practices, innovation, and learnings are shared and applied to improve business development and donor partnership practices across all funding streams. 6. Drive effective cross-departmental coordination and collaboration within the global Programme Funding function, with other departments across SCA/I and Members across the global movement; driving global and regional initiatives that support WCA’s programme funding priorities, and, working with other PFRMs, ensuring that all regional funding strategies and activities are well-aligned and mutually reinforcing. |

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| **Budget** |
| none |

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| **People Management Responsibility** (direct/indirect reports) |
| Number of people managed in total: 2  Manager of a team: YES  Team Manager (manager of multiple teams): No |

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| **Size of Remit** |
| Global |

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| **Travel Requirements** |
| International travel required: Yes  Percentage of required for travel: Up to 20% |

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| **Key Relationships** |
| **Internal** (excluding direct team and manager)  COs, GIPG & GPDs, OHT, IPOps, AMDC, TDIT, I&I TE, Member Finance  **External**  Agencies, consultants, freelancers, NGO peers |

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| **Competencies** |
| * Leading and inspiring others: Demonstrates leadership in all our work, embodies our values, and articulates a compelling vision to inspire others to achieve our goals for children. *(Accomplished)* * Problem solving and decision making: Takes effective, considered and timely decisions by gathering and evaluating relevant information from within or outside the organisation. *(LeadingEdge)* * Innovating and Adapting: Develops and implements innovative solutions to adapt and succeed in ever-changing and uncertain global and working environments. *(Accomplished)* * Applying technical and professional expertise: Applies the required technical and professional expertise to the highest standards; promotes and shares best practice within and outside the organisation. *(LeadingEdge)* |

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| **Experience and Skills** |
| **Essential Experience:**   * Significant experience in developing and implementing programme funding strategies that align with organisational objectives in the international development and humanitarian sector. * Extensive experience in managing programme funding donor relationships and engagement to drive funding growth across multiple channels. * Considerable experience in overseeing risk management related to programme funding portfolios, with a proven track record of identifying, reporting, and mitigating risks. * Demonstrable experience in leading high-impact fundraising and resource mobilisation strategies within an international context. * Excellent knowledge of international funding landscapes, including institutional donors, multilateral organisations, and corporate funding streams. * Proficient experience in facilitating cross-departmental and cross-regional coordination for programme funding activities.   **Desirable Experience:**   * Experience of working in a country / implementing office or regional office of SCI/A or equivalent * Experience in fostering and leading Communities of Practice within a region, ensuring knowledge sharing and best practice development in programme funding resource mobilisation. * Strong understanding of compliance and regulatory requirements related to programme funding in the international non-profit sector.   **Essential Skills:**   * Leadership and Strategy: Ability to lead strategic programme funding efforts, develop comprehensive funding strategies, and foster collaboration across departments and regions. * Communication: Exceptional communication skills with the ability to articulate complex ideas and strategies compellingly to a diverse range of stakeholders. * Relationship Building: Proven track record of building and maintaining effective relationships with donors, partners, civil society stakeholders, and internal teams. * Analytical: Strong analytical skills with the capacity to interpret data, funding trends, and forecasts to inform strategies.   **Desirable Skills:**   * Project Management: Highly developed project management skills with a focus on aligning funding activities and programmatic goals. * Problem Solving: Demonstrated ability to develop innovative solutions to fundraising challenges and adapt strategies in response to changing funding environments. * Cultural Competency: Commitment to fostering an inclusive environment and understanding cultural differences to build stronger global partnerships |

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| **Education and Qualifications** |
| **Essential**   * Education: Educated to degree level or equivalent professional experience - in international development, business administration, economics, marketing, or a related field. * Multi-Language Proficiency: While English and French is essential in WCA, some proficiency in other languages commonly used in SCI/A programme funding operations, such as Spanish or Arabic, is desirable. Other languages relevant to the region would also be a distinct advantage. * CPD: Commitment to continuous professional development to stay updated with the latest trends in ODA markets, programme funding and business development is required * Travel: Willingness and ability to travel to different country offices as required.   **Desirable**   * Professional certification or training in international development, programme management, programme funding or relationships management. * Accredited membership of relevant professional bodies is desirable |

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| **Safeguarding** |
| We need to keep children and adults safe so our selection process includes rigorous background checks and reflects our commitment to the protection of children and adults from abuse.  Level 1: A basic criminal record background (DBS) check is required/equivalent police record check. |

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| **Diversity, Equity and Inclusion and Equal Opportunities** |
| Diversity, Equity and Inclusion is core to our vision, values and global strategy. Save the Children is committed to creating a truly diverse, equitable and inclusive organisation, and one which will support us in our vision to ensure every child attains the right to survival, protection, development, and participation.    We are committed to equal employment opportunities, regardless of gender, sexual orientation, race, colour, ethnic origin, nationality, disability, marital or civil partnership status, gender reassignment, pregnancy and maternity, caring or parental responsibilities, age, or beliefs and religion. We are committed to diversifying our staff to better represent the communities we serve and actively welcome underrepresented groups to apply.    Reasonable adjustments will be made should any candidate invited to interview require this. |

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| **Version Control and Approval** | | | | |
| Version | Date | Author | Reviewer | Approver |
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