

Director for Partnerships, VisionFund International

Location: [Europe & the Middle East] [United Kingdom]

Town/City: London

Category: VisionFund

Job Type: Open-ended, Full-time

***Please submit your CV in English.**

PURPOSE OF POSITION:

The Director for Partnerships ('DfP') is a newly created senior position within VisionFund International, World Vision's microfinance subsidiary. Reporting directly to the Director for Products and Innovations and as part of the Strategy, Impact and Services department, the DfP is responsible for developing and then implementing a strategy for partnerships. This new role will seek to expand access, enable delivery and support financial services outside of the present 28 VFI entities by creating new ways of partnering with both World Vision and other third party entities. The role is both strategic, business development and operational and is central to our delivery on "Our Livelihood Promise" and our

ability to reach our goal of ten times impact by 2030. To manage this, the DfP will seek to create, incubate and scale up new ways of delivering financial services through partnerships. Using Visionfund investment as a catalyst and then working with VFI fundraising, World Vision and other partners it will develop these new business operations as start-ups.

KEY RESPONSIBILITIES:

- As a new position the role will require a significant amount of engagement, advocacy and communication within the VFI network. Its core that the position engages with the products, impact, DOC, fundraising and organisational effectiveness teams to deliver on the following responsibilities
- Research, market analysis and engagement around potential partnerships in non VF countries.
- Development of businesses cases for partnerships from a scope of work to a full business case in Non VF countries. This will include the details on the business model, the investment and funding needed, the roles of stakeholders needed and projections.

- Incubate partnership business cases in particular countries. This would include managing start-ups of the partnerships, managing a team of potentially 100+ people, establishing procedures and processes for the start-up, reporting on progress, submission of additional investments and grant requests and documenting learnings. The position doesn't require being relocated but significant travel time is expected in the start-up phase.
- Hand over effective partnerships to either World Vision, third parties or VFI operations once the partnership is established and starting to scale up.
- Document and communicate progress on a monthly basis against plans.
- Represent VisionFund with key third party partnerships (entities and industry bodies) as these evolve and become more central to the partnership businesses. Focus would be on identifying key partnerships and then building effective relationships. Proposals, presentations (webinars and conferences) and documenting (Reporting) our work on such partnerships.
- Represent Visionfund in its work with World Vision and particularly the livelihoods team. This includes the following; Technical support on the development and use of the microfinance core project model. Representation on key teams & committees such as livelihoods and Environmental stewardship committee. Engagement with other project models and initiatives where opportunities for greater alignment and the use of microfinance services exist.

KNOWLEDGE, SKILLS & ABILITIES:

- Minimum 10 + years' experience in working in developing country financial institutions.
- Experience of operating at senior management level in a financial or INGO institution. Looking at ability to work with and communicate with senior people in Banks, MFIs and INGOs.
- Proven ability to undertake market research and to deliver some of the range of finance services.
- Proven ability to take a concept or product to market beyond just a pilot.
- Ability to be cross culturally sensitive through awareness of cultural differences.
- Persuasive with good negotiating style to achieve the buy in of key stakeholders and partners.
- Ability to provide direction and guidance on proposals to ensure that they are designed to meet the needs of the initiative while being appropriate for the funder(s).
- Technical knowledge of livelihoods/microfinance business models, the investment methods and funding amounts needed, the roles of stakeholders needed and projections of financial and social impact metrics.

- Strong communication style. The role needs a lot of communication since its working within VFI (multiple levels), and with multiple levels in WV and third parties. Communication needs to focus on understanding and buy in.
- Proven ability to operate both strategically and at a project management (micro) level. It needs someone who is able to jump into the detail of project management and not just the high level of looking at a plan but also to see the big picture.
- Must have high integrity and must be approachable.
- University degree.
- English fluency.

Preferred:

- Knowledge of World Vision's development approach and WV's microfinance core project model.
- Microfinance experience.
- International experience in emerging/developing markets.
- Knowledge of either French or Spanish.
- Experience of reporting to funders.
- Experience of pitching new partnerships.
- Experience of starting up a business or launching a new development programme.

Work Environment/Travel:

- Travel internationally up to 30% of time.
- Ability to use computer, attend meetings, travel abroad.