



January 2023

World YMCA Global Partnerships Manager

Background

The YMCA Movement is one of the largest and most extensive community based organisations in the world. Established in 1855, today the YMCA has 65 million members, 90 million volunteers and works with 50 million young people across 120 countries in 12,000 communities. YMCAs have deep roots and trusted relations with their communities and serve their communities in diverse ways, such as by providing child and elder care, education, job and career readiness programs, health and wellness, digital connectivity, youth development and leadership programs, and more. YMCAs are also among the largest employers of young people in the world.

The World YMCA, based in Geneva, Switzerland, represents and supports 120 national YMCA Movements, four YMCA Area Alliances across the globe (Africa, Asia Pacific, Europe, Latin America & Caribbean - América Latina y el Caribe) and three Regions (Canada, USA, Middle East). Its Secretary-General Carlos Sanvee (2018-) leads a team based in Geneva as well as Africa, Europe, South America and the US.

The World YMCA strengthens the capacity of the YMCA Movement to respond to social issues; it advocates globally on issues affecting young people; it represents YMCA at the global level and partners with key stakeholders including multinational corporations, international civil society organisations, United Nations bodies, ecumenical bodies, foundations and other like minded organisations that share the YMCA's goals and values.

In July 2022, the YMCA Movement launched its most ambitious global strategy to date, [Vision 2030](#). Empowering young people to be leaders and changemakers in their communities and in the world across four pillars of action - Community Wellbeing, Meaningful Work, Sustainable Planet, A Just World - is a key objective of Vision 2030. The YMCA Movement believes in the potential of young people. Their role as change agents is increasingly important as the global risks to society intensify and efforts to address them remain insufficient. Young people hold the power, empathy, and technological ingenuity to help solve these problems. They just need and want the tools and resources to do so.

The YMCA Movement recognises that partnering with like minded organisations and individuals that share the YMCA's passion for empowering young people and communities will be critical to achieve Vision 2030.

The role

The Global Partnerships Manager is a key role that will take the lead in identifying, cultivating, managing and growing global partnerships that will support the YMCA's efforts to achieve the ambitious objectives laid out in Vision 2030.

The role sits within the World YMCA's Global Partnerships team that supports the YMCA Movement's partnering, philanthropy and programmatic efforts. The team aims to deliver influence, income, expertise and reputational value to support Movement-wide priorities as well as secure wider transformational value through strategic long-term partnerships on a global, regional and national scale. The YMCA Global Partnerships team is new and as such you will play a key role in helping to design, test and scale new processes and approaches.

This exciting opportunity includes:

Partnerships

- Serve as **account manager for global partnerships**, helping to grow and optimise these relationships based on shared strategic interests and in pursuit of specific partnership opportunities
- Take overall responsibility for all operational aspects of the partnership, including the quality of materials and correspondence received by the partner, any day to day issues, the development, production and placement of fundraising materials and accurate recording and reporting of activities undertaken together
- Contribute content and stories on YMCA partnerships for the World YMCA's publications, on and offline

Strategy and planning

- Continually monitor and evaluate each partnership to ensure objectives are being met in line with YMCA and partner expectations
- Contribute to the development of the wider strategic partnership agenda
- Contribute to the partner identification, cultivation and growth strategy and plan that can be delivered together with the YMCA areas and thematic leads, starting with meaningful work, digital equity, and a sustainable planet
- Contribute to the development of new instruments to engage potential partners

Resource Development

- Contribute to funder/ investor and partner acquisition materials including cases for support, pitch decks and proposals
- Collaborate with the wider YMCA Movement, other members of the Global Partnership team, and the World YMCA team on resource development
- Join discussions with potential partners and funders

Relationships

- Effectively manage the relationship with partners at all levels in the partner organisation (focal point, others as appropriate) and with the respective teams within the YMCA Movement
- Influence and coordinate with a complex network of internal YMCA stakeholders to
 - support alignment and integration of the global partnerships with key internal YMCA Movement structures
 - maximise the win-win of the partnership for the YMCA Movement and for the partners
- Work with external agencies and suppliers as needed
- This role reports to the Director of Global Partnerships and collaborates closely with the World YMCA Communications, Strategy, Advocacy, Data, and Youth Programmes teams

Programme delivery

- In some cases, this role will lead the implementation of certain programmes, working closely with the YMCA's areas, National YMCAs and competency centres

To thrive in this role you will have the following:

A deep and genuine belief in the potential of young people to help create a sustainable and prosperous world; a desire to support communities to be resilient and to thrive; joy in fostering and growing win-win relationships and working in a dynamic, international and highly diverse team.

Experience

- A minimum of 5 years of progressively responsible professional work experience in a combination of the following is required:
 - Partnership development; resource development including private foundations, corporations, HNWI; programme design, communications, monitoring and assessment, and project management.
 - Familiarity and experience with the donor cycle
 - Experience in direct relationship building and management of high-value partnerships
 - Experience working collaboratively with a team

- Experience developing cases for support, fundraising materials, donor communications and pitch materials for donors
- Experience writing proposals
- Experience with donor stewardship
- Experience with donor database management such as Salesforce or Raiser's Edge
- Experience in co-creating initiatives
- Experience working in large complex organisations
- Experience working in international/multi-country partnerships is desirable, but not required
- Experience in prospect research is desirable, but not required

Education

University degree ideally in one of the following fields: international development, public administration, English, business management, marketing, or another relevant technical field.
Some formal training in fundraising is an asset.

In place of a university degree, seven years of experience in resource development, partnerships, business development, marketing, and relevant training with a certificate would also be acceptable.

Language Requirements

Fluency in English is required (ideally native speaker)
Knowledge of another language is an asset

Mindset

- Relationship-oriented
- Team-focused
- Curious
- Win-win
- Entrepreneurial
- Communicative
- Outcome-driven
- Flexible
- Self-starter
- Solution-oriented

Competencies

- Relationship management
- Listening
- Ability to work with partners across different sectors and disciplines
- Resourceful
- Team player
- Situational agility
- Strategic
- Negotiating & influencing
- Programme design and management
- Understanding of Theory of Change
- Familiarity with the donor development cycle
- Donor stewardship
- Working in multicultural and intergenerational teams

Skills

- Attention to detail
- Strong analytical, verbal and written communication skills in English
- Diplomacy
- Relationship management

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- Ability to work with diverse individual partners (trusts and foundations, corporate, international civil society organisations, United Nations)
 - Strategic skills in partnership management
 - Writing cases for support, proposals and pitch materials
 - Donor mapping and donor database
 - Donor communications approaches and material development
 - Industry trend and donor research, finding relevant, reliable, and up to date information quickly.
 - Interest and knowledge of current thinking and future trends in partnering and (ideally global) philanthropy
 - Solid understanding of international development issues

Reporting

This role reports to the Head of Global Partnerships at the World YMCA, Kathleen Elsig

Location

This is a remote role with occasional travel including to the World YMCA offices in Geneva, Switzerland.

To apply

If you are interested in applying for this role, or if you would like to learn more about the role, please contact hr@ymca.int.

For those interested in applying for the role, we look forward to receiving your cover letter and CV by 12 February 2023.