

VACANCY

RUOLO:	Head of Business Development Department
AREA/DIPARTIMENTO:	International Programs and Advocacy
SEDE DI LAVORO:	Rome, travel required
TIPOLOGIA DI CONTRATTO:	<i>Tempo determinato</i>
DURATA:	<i>12 mesi</i>
SALARIO DI RIFERIMENTO (RAL)	<i>Range tra €35.000 e €40.000</i>
LIVELLO CSP	<i>3</i>

PRESENTAZIONE DI SAVE THE CHILDREN ITALIA

Save the Children è la più grande organizzazione internazionale indipendente che lavora per migliorare concretamente la vita dei bambini in Italia e nel mondo.

LA NOSTRA VISIONE Un mondo in cui ad ogni bambino sia garantito il diritto alla sopravvivenza, alla protezione, allo sviluppo e alla partecipazione.

LA NOSTRA MISSIONE Promuovere miglioramenti significativi nel modo in cui il mondo si rivolge ai bambini e ottenere cambiamenti immediati e duraturi nelle loro vite.

Save the Children Italia è stata fondata nel 1998 ed è oggi un importante membro di Save the Children International.

I nostri Valori:

TRASPARENZA: siamo personalmente responsabili nell'utilizzare le nostre risorse in modo efficiente, lavoriamo per ottenere risultati misurabili e tangibili, e adottiamo il massimo livello di trasparenza di fronte a donatori, partner e, più di ogni altro, bambini.

AMBIZIONE: siamo esigenti con noi stessi e i nostri colleghi, stabiliamo obiettivi ambiziosi e ci impegniamo per migliorare la qualità di tutto ciò che facciamo per i bambini.

COLLABORAZIONE: Perseguiamo il rispetto reciproco, valorizziamo le diversità, e lavoriamo con i partner, unendo le forze a livello globale, per migliorare la vita dei bambini.

CREATIVITA': Siamo aperti a nuove idee, ci adoperiamo per il cambiamento, e siamo pronti ad assumerci rischi per sviluppare soluzioni sostenibili per e con i bambini.

INTEGRITA': Lavoriamo aspirando sempre al massimo livello di onestà morale e comportamentale; non compromettiamo mai la nostra reputazione e agiamo sempre nel superiore interesse dei bambini.

Save the Children dal 1919 lotta per i diritti dei bambini e per migliorare le loro condizioni di vita in tutto il mondo.

Save the Children sviluppa progetti che consentono miglioramenti sostenibili e di lungo periodo a beneficio dei bambini, lavorando a stretto contatto con le comunità locali; porta aiuti immediati, assistenza e sostegno alle famiglie e ai bambini in situazioni di emergenza, createsi a causa di calamità naturali o di guerre.

LA CHILD SAFEGUARDING:

Save the Children vuole essere un'organizzazione sicura per le bambine, i bambini e gli adolescenti.

Tutti coloro che collaborano a qualunque titolo con Save the Children devono essere resi pienamente consapevoli dell'esistenza di rischi di abuso e sfruttamento sessuale a danno delle bambine, dei bambini e degli adolescenti.

Save the Children intende fare tutto quanto sia in suo potere per prevenire, segnalare e rispondere a tali problemi.

Il personale di Save the Children, il personale di organizzazioni Partner ed i loro rappresentanti dovranno sempre dimostrare i più alti standard di comportamento nei confronti di bambine/i e adolescenti, così come indicati nella presente Policy sulla Tutela di Bambine, Bambini e Adolescenti (di seguito "**la Policy**"). Tali standard si applicano sia alla vita privata che a quella professionale del personale e di chiunque rappresenti l'organizzazione.

ROLE PURPOSE:

As a senior member of the Program Management and Development Division, the Head of Business Development plays an important role in delivering Save the Children Italy's international strategy, with a specific responsibility for the following key areas:

- Management and Strengthening of Institutional partnerships: The incumbent is responsible for the management and development of strong institutional partnerships with key institutional donors for international programs. As part of this role, he/she leads a team responsible for: defining and implementing the Donor engagement strategies, ensuring that all relevant functions of IP&A are involved and contribute to Donors engagement as relevant to their specific function; managing the Donors' Accounts for which SC Italy is Account Manager or Sub-account Manager; representing SC Italy in SCA account management mechanisms. He/she acts as focal point for relations with institutional donors, he/she informs relevant SC Italy teams about the ongoing relationships with these donors.
- Business development: The head of Business development is responsible for the achievement of the growth objectives (qualitative and quantitative) defined for institutional donors within International Programs. He/she will be specifically accountable for the development of accounts where SC Italy is lead within SCA and for positioning SC Italy within new accounts. He/she will be responsible for developing opportunities with new Institutional funding mechanisms and for supporting the development of highly strategic opportunities with private Donors, corporations and foundations. He/she will contribute to the development of the public/private partnership strategy with other functions of SC Italy other than International programs and will lead on the identification of the relevant partnership opportunities within the programs of the international portfolio.

KEY AREAS OF ACCOUNTABILITY:

- Develops, in coordination with the areas of Portfolio Management, Thematic Development and International Advocacy, and is accountable for the strategy of the Institutional Partnership, supporting the achievement of the IP quantitative and qualitative goals.
- Develops the relations and engagement strategies with Institutional Partners/Donor for which SC Italy is lead within SCA, including ensuring that a structured mechanism for managing the account within SCA is developed.
- Identifies and develops opportunities for positioning SC Italy within new accounts (UN agencies in particular)

- Supports the Institutional Partnership Head of Unit in developing the relations with consolidated Institutional partners (EuropeAid, ECHO, MAECI) and with future potential strategic Institutional Partners/Donors for SC Italy.
- Supports the development of the Shared Value Partnership Strategy and opportunities.
- Define a strategy for SC Italy IP to engage in public private partnership
- Leads and coordinates internal (SC Italy) and externally (SCI and other members when relevant) capacity building in working with donors including engagement and proposal development.
- Ensures that all necessary Save the Children Italy resources work properly together in support of account strategies and specific engagement opportunities. Also, he/she facilitates a process that allows relevant advocacy and thematic support to be ensured as necessary for the achievement of Donor engagement objectives.
- As line manager of the proposal development team coordinator, he/she ensures that a streamlined process for coordinating SC Italy's participation in "Call for Proposals", "Tenders" and other financial opportunities with key donors is in place and duly implemented. He/she will also ensure a mechanism of continuous learning and process review.
- Represents SC Italy within the SC Account Management system
- Represents SC Italy in meetings with key Donors stakeholders, as relevant.
- Participates in relevant meetings / working groups / forums as senior representative of SC Italy.
- Coordinates and supports the development and strengthening of the relationship with Institutional Partners at field level together with SCI Regional and Country Offices.

Staff Management, Mentorship, and Development:

- staffing within the Business Development Department. Ensures appropriate
- understand and are able to perform their role. Ensures that all staff
- Manages the Institutional Partnerships and Proposal development teams; defines expectations, provide leadership and technical support as needed, and evaluate direct reports regularly.
- training, and promotion of staff as appropriate and ensure availability of appropriate professional development opportunities for staff. Ensure the recruitment,
- proactively build and maintain technical skills and competencies required. Oversee that the staff
- of his/her direct reports Manages the performance

SKILLS AND BEHAVIOURS (our Values in Practice)

Accountability:

- Holds self-accountable for making decisions, managing resources efficiently, achieving and role modelling Save the Children values
- Holds the team and partners accountable to deliver on their responsibilities - giving them the freedom to deliver in the best way they see fit, providing the necessary development to improve performance and applying appropriate consequences when results are not achieved

Ambition:

- Sets ambitious and challenging goals for themselves (and their team), takes responsibility for their own personal development and encourages others to do the same
- Widely shares their personal vision for Save the Children, engages and motivates others

- Future orientated, thinks strategically

Collaboration:

- Builds and maintains effective relationships, with their team, colleagues, members and external partners and supporters
- Values diversity, sees it as a source of competitive strength
- Approachable, good listener, easy to talk to

Creativity:

- Develops and encourages new and innovative solutions
- Willing to take disciplined risks

Integrity:

- Honest, encourages openness and transparency

QUALIFICATIONS AND EXPERIENCE

- A general appreciation of the issues concerning the INGO sector with an in-depth knowledge fundraising and program management
- Recommended a minimum of 7 years management experience in an international organization, preferably in an NGO environment, with experience in programme/project management and team leading,
- Demonstrable track record of leading change and development of new areas of work
- Highly developed interpersonal and communication skills including influencing, negotiation and coaching
- Highly developed cultural awareness and ability to work well in an international environment with people from diverse backgrounds and cultures
- Strong results orientation, with the ability to challenge existing mindsets
- Ability to present complex information in a succinct and compelling manner
- Experience of building personal networks, resulting in securing significant new opportunities for the organisation
- Writing and presentation skills, particularly in English
- Experience of solving complex issues through analysis, definition of a clear way forward and ensuring buy in
- Commitment to Save the Children values