

Role Profile: Government and Multi-lateral Funding Manager

Role updated: 02/07/25

Department	Division	Location	Salary Band
Income & Public Engagement	Partnerships & Impact Funding	UK - Anywhere	C Mid
Reports to	Matrix Manager	Number of direct	Value-based behaviour level
Partnership and Business Development Lead	N/A	Up to 1	Team / Project Manager

Purpose

The role drives substantial growth in income and impact outcomes by actively engaging and cultivating strong relationships with existing and new Institutional funding partners, co-creating and bidding with MCC's and Global Programmes teams. The role co-leads and delivers on the government and multilateral funding strategy for Christian Aid positioning Christian Aid and its partners to secure multi-million awards to maximise impact.

Main Areas of Responsibility & Accountability

- Working with Partnerships and Business Development Lead and Heads of Impact to implement an ambitious strategic framework to enhance engagement and build strong partnerships with agreed Government and Multilateral Funding Partners (including Global Climate Funds, UN, World Bank, Regional Development Banks, Bilateral donors including UK and devolved Governments, European and other Governments) setting clear objectives and key areas for collaboration, ensuring alignment with organisational goals to drive impactful results.
- Acquire, develop and retain key agreed Government and Multi-lateral donor relationships and strategic partnerships by building a wide network of contacts and funding relationships across Government Departments.
- Build and maintain a forward opportunity pipeline for Christian Aid's institutional funding, collaborating closely with CA Ireland to maximise funding growth.
- Oversee agreed Supplier Framework Agreements working with MCC Business Development Managers in taking forward pipeline opportunities.
- Collaborate across the Partnerships and Business Development Team and MCC BD Team on tenders and grants, leading bid preparation and ensuring alignment with funding requirements.
- Collaborate with Impact colleagues to onboard new programs, including with MCC Contracts and Portfolio Managers
- Develop and proactively pitch new strategic Signature Programmes in agreement with Directors and MCCs
- This level role may include line management responsibilities of an advisor level role.

Key Decisions

- Decisions made have a significant impact across the entire department of the organisation, with wider corporate implications for Government engagement, organisational reputation, funding pipelines, and income.
- These factors directly influence divisional targets and the overall portfolio.
- While results are clearly defined, the role is responsible for setting objectives for both self and others, determining the best approach to achieving outcomes within a general operational framework. Guidance and direction are provided by a senior departmental manager, ensuring alignment with broader strategic priorities.

Problem Solving

- Problems are highly varied, complex and often new to the organisation; this involves generating creative and original ideas to solve problems or improve processes. It focuses on envisioning new possibilities and approaches that break away from traditional methods.
- Creative and innovative approaches to new engagement and funding opportunities.

Key Interfaces

- Presenting convincing cases on complex matters and influencing a range of stakeholders through technical advice and guidance that is important in meeting short term organisational objectives.
- **Internal:** Fulfil the role as an ambassador for the organisation with a focus upon medium term organisational objectives. Serve as a senior ambassador, working closely with the extended Leadership Team, including trustees, CEO and directors.
- **External:** This role is expected to be wholly externally focused, nurturing internal relationships to further the required objectives leading business development, on donors, peers, and other stakeholders.

Travel

In Country:

Global:

Up to 50 days

Knowledge, Skills and Experience

Essential:

- Highly developed communication, networking, consulting and relationship-building skills, including but not limited to Government Departments, INGOs, NGOs and Private Sector and country missions
- Highly developed interpersonal skills at senior levels with advanced negotiation and conflict resolution abilities.
- Highly developed research skills for identifying strategic funding and partnership opportunities.
- Highly developed organisational, planning, and prioritisation abilities.
- Substantial knowledge and experience of humanitarian programming and humanitarian donor funding modalities with UN, EU and bilateral donors and/or international climate funding architecture, Global Climate Funds, donor accreditation and management modalities
- Developed skills and experience in strategy development, decision-making, and managing high-pressure situations.
- Substantial experience and a proven track record of securing multiple multi-million-pound grants.
- Substantial experience with project design, as well as monitoring and evaluation tools.
- Substantial experience in developing, writing, and budgeting technical grant and service contract bids, and strong excel and budgeting skills.
- Detailed understanding and knowledge of institutional donor programming and partnership models, especially with Governments and Multilateral donors.

Desirable:

- Bachelor's degree or equivalent education.
- Developed in synthesising complex information
- Demonstrable experience in line management and managing teams remotely and providing coaching support.
- Medium level proficiency in speaking and writing in French or Spanish
- Understanding in negotiating government grant and supplier contracts, including compliance agreements.