

Job Description

Title	Strategic Partnerships Manager
Responsible to	Head of Strategic Partnerships & Communications
Responsible for	People: x1 Strategic Partnerships Coordinator Budget: None
Key Working Relationships	Global Programmes, Learning & Leadership Development, World Centres, Individual Giving & Philanthropy, Membership & Regional Support, Finance.

About us:

For more than 100 years Girl Guiding and Girl Scouting has transformed the lives of girls and young women through the national Member Organisations who deliver Girl Guiding and Girl Scouting around the world. The World Association of Girl Guides and Girl Scouts (WAGGGS) is the largest voluntary movement dedicated to empowering girls and young women in the world - our diverse global Movement now represents over 11 million members across 153 countries and territories.

Job Purpose:

This is a key role within a small but global team collaborating with a range of experts and specialists with in-depth knowledge of both the global Girl Guiding and Girl Scouting Movement and the international development sector. Working across a mix of corporate, global trusts & foundations, and institutional funders, your primary focus will be securing new funding partnerships as well as delivering excellent stewardship and management of existing partnerships. The role is responsible for making a recognisable contribution towards organisational income targets.

There will be a strong focus on securing restricted income in support of a portfolio of global non-formal education programmes across key thematic areas including climate, STEM, online safety, leadership, gender-based violence prevention, and menstrual health & hygiene – all with cross-cutting themes of gender equality and advocacy. There may also be time spent on seeking and securing funding to support wider organisational projects as necessary, as well as exploring opportunities to secure unrestricted / flexible core funding.

Key Responsibilities:

- Identify, engage, and cultivate new funding partnerships that are aligned to WAGGGS vision, purpose, and programme offer ensuring a strong and well-managed pipeline of new and qualified prospects.
- Work cross-departmentally to develop and write high-quality and compelling funding and partnership proposals with a strong case for support, ensuring they are deliverable, measurable, accurately costed, and aligned to WAGGGS strategic priorities.
- Deliver effective stewardship and management of a small number of existing funding partnerships. From contracting, partnership reporting, growth and renewal. Build and expand strong relationships with partner contacts at multiple levels, drawing on key WAGGGS senior staff to support when appropriate, and use WAGGGS communications platforms effectively to raise the profile of partnerships. You will play a key role in supporting and coordinating colleagues across international teams on the

Job Description

deliverables linked to each partnership, fostering collaboration and shared donor stewardship.

- Work closely with colleagues and teams who directly support the 153 national Member Organisations delivering Girl Guiding and Girl Scouting globally to understand the needs, priorities, and challenges of girls and young women around the world and to engage Member Organisations for input to funding proposals, and ensure programme development reflects local needs, context, and priorities.
- Line management of one Strategic Partnerships Coordinator providing direction, support, and development opportunities for the post-holder.
- Support the Head of Strategic Partnerships & Communications in the ongoing development and delivery of the 2026-2029 fundraising strategy.
- Take ownership of varied projects as requested – for the most part, linked to strategic partnerships but on occasion also linked to Communications or representing the team on wider organisational projects.
- Proactively support the Head of Strategic Partnerships & Communications to develop and foster a positive organisational culture demonstrated through our core values and behaviours.
- Represent the organisation and participate in external events when needed to promote WAGGGS' interests, brand, and mission, and to extend the influence and voice of the organisation creating opportunities to enhance WAGGGS's external profile and reputation amongst key audiences.
- Embrace the organisation's volunteer ethos and work in a positive and collaborative way with international volunteers to maximise their contribution. Foster effective, transparent communications at all levels throughout WAGGGS to enable staff, volunteers and Member Organisations to have access to the information they need in a form that is appropriate to them, and that reflects the diversity of the organisation.
- Responsible for and able to evidence own personal development by undertaking relevant training, attending meetings, conferences or events ensuring that you are updated in all matters relevant to the role within your Personal Development Plan agreed with your manager.

This job description is not exhaustive and serves only to highlight the main requirements of the post holder. The line manager may stipulate other reasonable requirements.

The job description will be reviewed regularly and may be subject to change.

Person Specification

Area:	Essential:	Desirable:
<p>Qualifications and Experience:</p>	<ul style="list-style-type: none"> • Proven successful track record in negotiating and securing significant high value funding partnerships – including with corporates, corporate foundations, global trusts & foundations, and institutional funders. • Demonstrable success in developing relationships and influencing senior internal and external stakeholders and managing funding partnerships for retention and growth. • Experience of working within not for profit and/or private sector partnerships. • Experience of line management with a collaborative and supportive leadership style. • Experience of strategy development and implementation. • Experience building effective cross-functional relationships and supporting colleagues across multiple global locations. 	<ul style="list-style-type: none"> • Experience of working in a Membership Organisation • Experience of working with volunteers.
<p>Skills and Knowledge:</p>	<ul style="list-style-type: none"> • Experience of complex contract development and negotiations. • Financial management skills for building fully costed proposal budgets and funder reporting. • Excellent communications and influencing skills. Ability to present ideas in a convincing manner and be able to persuade others of a particular viewpoint. Ability to clearly and concisely deliver a message via correspondence, report writing, presentations and discussions. • Ability to build solid working relationships with peers and senior leaders, especially in cross-cultural settings. • Knowledge of trends in fundraising and philanthropy in the NGO and international development context. 	<ul style="list-style-type: none"> • Experience in a range of design software to make compelling propositions and proposals (Canva, InDesign, PowerPoint etc) • Awareness / understanding of Monitoring, Evaluation & Learning (MEL) principles and impact measurement.
<p>Personal Qualities:</p>	<ul style="list-style-type: none"> • Passion for gender equality and women’s rights. • Excellent attention to detail. 	

Person Specification



Area:	Essential:	Desirable:
	<ul style="list-style-type: none"> Proactive approach, can-do attitude and willingness to get involved in a varied workload. 	
Other Requirements:	<ul style="list-style-type: none"> Fluent in spoken and written English. Occasional work outside regular office hours. A willingness to undertake travel within the UK and overseas as required. 	<ul style="list-style-type: none"> Fluent in Arabic, French and Spanish.
Working for WAGGGS:	<ul style="list-style-type: none"> Able to demonstrate a commitment to and be a role model for WAGGGS' organisational values of being Member Driven; Brave; Inclusive; Empowering; Transparent; and Professional. A passion and commitment for issues affecting girls and young women on a global level. 	