

Job Title: Senior Business Development and Partnerships Officer

Location: Ben Guerir, Morocco

Position Type: Full-Time

Reports to: Executive Director

Job Summary

GPI is entering a new phase of growth, and the Business Development and Partnerships Officer is critical to our long-term success. This role is responsible for securing sustainable funding, expanding our global research partnerships, and engaging with a diverse range of stakeholders. The successful candidate will drive strategic initiatives, manage key programs like the GPI Fellowship, and elevate GPI's profile in global discussions on phosphorus sustainability. This position is not solely about immediate funding; it's about building a resilient foundation for enduring impact in phosphorus research and policy. The ideal candidate will have a proven track record of securing multi-million-dollar funding and managing complex proposal pipelines, with extensive experience working with global and international organizations.

Key Responsibilities

1. Funding and Grant Acquisition

- **Opportunity Identification:** Research and identify funding opportunities from governmental bodies, international donors, foundations, and corporate partners. Leverage market intelligence to uncover novel funding opportunities and emerging donor trends. Identify and track funding prospects as they arise and maintain the appropriate tracking tools.
- **Proposal Development:** Craft compelling funding proposals and grant applications that align with GPI's mission and strategic priorities. Demonstrate a proven track record in securing long-term, high-value funding commitments.
- **Relationship Management:** Cultivate and maintain long-term relationships with both current and prospective donors, ensuring ongoing engagement and transparency. Proactively cultivate and nurture donor relationships to build and sustain a robust funding pipeline.

2. Strategic Partnerships and Research Engagement

- **Partnership Roadmap:** Develop and implement a comprehensive strategic partnerships roadmap to broaden collaborations with universities, research institutions, think tanks, NGOs, and private sector entities.
- **Collaboration Negotiation:** Lead negotiations-on behalf of the Executive Director- for partnership agreements that align with GPI's objectives and drive mutual benefits.

Capitalize on comprehensive sector insights and advanced donor cultivation expertise to secure forward-thinking partnership models.

- **Partnership Management:** Oversee and nurture established partnerships to ensure sustained research engagement and meaningful outcomes.

3. Program Management – GPI Fellowship Program

- **Program Design and Launch:** Design, launch, and manage the GPI Fellowship Program to attract and engage leading national and international institutions, researchers in both agricultural and non-agricultural phosphorus applications and sustainability.
- **Process Oversight:** Coordinate the fellowship selection process, manage funding allocations, and provide ongoing programmatic support.
- **Community Building:** Foster an active, collaborative community among fellows to promote knowledge-sharing and innovative research.

4. Stakeholder Engagement and Knowledge Sharing

- **Event Coordination:** Plan and facilitate events, conferences, workshops, and policy briefings to promote knowledge exchange and elevate GPI's profile.
- **Global Representation:** Represent the Executive Director of GPI at national and international forums, engaging with policymakers, industry leaders, and the research community. Capitalize on demonstrated success in orchestrating high-profile events and global conferences to enhance GPI's visibility.
- **Communications Collaboration:** Work closely with the communications team to develop outreach materials that showcase GPI's research initiatives and partnership successes.

Profile Requirements

Experience and Education:

- **Experience:**
 - Minimum 8 years of proven experience in fundraising, business development, partnership management, or research policy coordination within international organizations, research institutes, NGOs, or think tanks.
 - Demonstrated success in securing and managing grants, corporate sponsorships, and institutional funding from diverse sources. Extensive experience in resource mobilization and strategic partnerships, especially with high-profile global organizations, is highly desirable.
- **Education:**
 - Master's degree in business administration, International Relations, Environmental Science, Public Policy, or a related field is required.

- Candidates with exceptional, demonstrable experience and a bachelor's degree in a relevant field are also competitive.

Skills and Competencies:

- **Networking and Partnership Building:** Exceptional ability to develop and sustain relationships with a wide range of stakeholders, including donors, academic institutions, corporations, and policymakers.
- **Project Management:** Strong organizational and multitasking skills with a proven track record of managing multiple initiatives simultaneously.
- **Communication:** Excellent written and verbal communication skills, with experience in crafting persuasive proposals and delivering impactful presentations.
- **Sector Knowledge:** Familiarity with international research funding mechanisms and policy advocacy in sustainability or environmental sectors. Understanding of phosphorus sustainability challenges is a plus.
- **Adaptability:** Ability to work independently and collaboratively in a dynamic, fast-paced, mission-driven environment.
- **Travel:** Willingness to travel domestically and internationally as required.
- **Additional Competencies:** Proven ability to secure and manage multi-million-dollar funding pipelines and complex donor relationships. Bilingual proficiency in French and English is essential to effectively engage with regional and international stakeholders.

How to Apply

Interested candidates are invited to submit a cover letter, CV, and a brief statement outlining their vision for securing sustainable funding, forging strategic partnerships, and driving global stakeholder engagement to further GPI's mission. Please send your application materials to **communication@tgpi.org**.

GPI is committed to diversity and welcomes applicants from a variety of backgrounds. If you possess the expertise and passion to lead transformative business development and partnerships in the phosphorus sustainability sector, we encourage you to apply.