JOB TITLE:	**Strategic Partnerships Manager – Institutional Funding**
DIVISION/DEPARTMENT:	Development Team, BirdLife International Global Team

1. OVERALL PURPOSE OF JOB

We're BirdLife International, the only global Partnership conserving birds and all life on our planet. We're made up of over 120 conservation organisations worldwide and a Global Team. We work side by side, tackling some of the natural world's most pressing issues. We carry out conservation rooted in regional knowledge, working alongside Indigenous Peoples and local communities to create sustainable change. Together, we are the global authority on birds. Together, we are BirdLife International.

For over a century, we've been uniting and strengthening conservation across borders, so birds and all life can thrive. From forests to wetlands and from mountains to seas, birds' migratory journeys reveal the health of our world. Using birds as our compass, we protect migration paths across borders, strengthen conservation, and unite voices in every region of the world. This work allows us to tackle biodiversity loss and climate change as the interconnected challenges they are. When we protect birds, we protect all life.

Our Partners and our Global Team work to turn local and national conservation into global impact. Together, we conduct world-leading research, build sustainable solutions, and influence decision makers to conserve nature around the world. By combining hands-on experience and a long-term global vision, we create an ecosystem of action. We've helped over 700 threatened bird species survive. We've convinced governments to protect more than 1.3 million km2 of natural habitats. We've influenced industries to make nature an intrinsic part of their work. And, we've engaged over 18 million people across the world to support, stand up for, or take part in conserving birds and all life.

As BirdLife International strategy drives forward our ambitious Global Strategy to 2030, we are looking for a **Strategic Partnerships Manager** to assist in elevating and expanding our existing public funding partnerships and diversify to new partnerships. The role will play a lead role for selected donor partnerships and be key to developing new business with bilateral governments and multilateral organisations and funds and collaborating with colleagues internally at BirdLife to align a pipeline of programme priorities to donor interests.

Institutional funding (from bilateral and multilateral sources) represents a significant percentage (20%) of BirdLife's overall income. However, to match the ambition of its Global Strategy, escalate and scale progress to our 2030 priorities and targets, and in a changed context for institutional funding globally, BirdLife will develop its strategic approach to growing, sustaining and managing institutional donor relationships. The advertised role will hold primary responsibility for stewardship of key existing donor partnerships and growth of new income generating partnerships and projects, to maximise benefits across BirdLife International.

This role is one of many BirdLife Global Team staff based in global and regional teams that contribute directly to success in growth of institutional income to support BirdLife's Fundraising Approach and Global Strategy.

The Strategic Partnerships and Development Manager- Institutional Funding will lead global donor partnership strategies for a range of donor governments and multilateral agencies, enabling others throughout the BirdLife Partnership to plan for and access institutional opportunities. By undertaking donor specific research, she/he will provide expert advice on donor strategic priorities, market trends and the overall existing donor relationship, as well as direct coordination of selected bids, to enable the highest rate of success. She/he will oversee our overall partnership and funding relationship with select institutional donors, highlighting risks at an early stage and influencing and negotiating new opportunities aligned with BirdLife strategic priorities.

2. SCOPE OF ROLE

Reports to:	Head of Institutional Funding
Location:	UK
Budget responsibilities:	No direct budget responsibilities
Staff reporting to this post:	No direct line reports. May include supervision of consultants, contractors or other temporary services provided in relation to funding proposals.
Key internal relationships:	Global Development Team – CDO, Regional Funding Managers/Coordinators, Regional Directors, BirdLife Programme teams, CEO,Global Leadership Team, Policy and Business team
Key BLI network relationships:	BirdLife International Partners, especially in countries with donor governments
Key external relationships:	Institutional (public) funders and funds. E.g. bilateral governments, multilateral institutions and funds International, inter-governmental organisations or other key stakeholders and third parties for consortia building such as NGOs, corporate or business partners.

3. MAIN DUTIES/ RESPONSIBILITIES

Strategic direction and planning

- In collaboration with other stakeholders, coordinate the development of donor partnership strategies for selected institutional funders
- Collaborate with key stakeholders around the organisation to provide evidence, advice and leadership on key partnership opportunities
- Provide insight and intelligence on institutional donor partnerships and broader market trends
- Assist the Head of Institutional Funding to develop the global pipeline of institutional funding to support delivery of BirdLife's Global Strategy to 2030
- Coordinate closely with others, including Head of Institutional Funding, Regional Development Managers and the global Development team, to ensure a coordinated and strategic approach to donor relationship management

External engagement and representation

- Lead and mobilise engagement opportunities for select donor partnerships

- Represent BirdLife International externally including at UN Conventions and other major international meetings, to raise our profile to donors and strengthen consortium building
- Brief Global Leadership Team or other colleagues in advance of high-level meetings with institutional funders
- Establish and embed internal structures and protocols for communication and engagement to strengthen our profile and competitiveness, while ensuring clarity and transparency internally

Bid development and coordination

- Develop and manage relationships with donors and consortium partners to identify and approach institutional funding opportunities for BirdLife International
- Bid coordination and development of high-quality, competitive and viable proposals for selected institutional funding opportunities
- Lead internal processes for qualification of opportunities
- Research and advise on donor-specific requirements for select donor partnerships providing necessary updates to relevant internal functions
- Support regional or programme teams, as well as BirdLife Partners at national level, to engage with donor delegations or offices as required to support bid development
- Engage with peer organisations and other external partners and identify key areas of potential cooperation.

Business Development

- Develop a priority list of geographies and programme areas across BirdLife which are candidates to secure major institutional opportunities, and in partnership with relevant programmes and regional teams, develop joint action plans for pipeline development
- Assist Head of Institutional Funding to develop guidelines and tools which support business development processes, and empower colleagues around BirdLife to develop successful proposals to institutional funders
- Work with regional and programme teams in BirdLife International involved in business development, to strengthen knowledge of institutional funders, and support implementation of donor specific engagement plans
- Research and tracks donor priorities, trends, regulations and other relevant information and share to enable early sight of viable opportunities and planning for growth of new business

Data and knowledge management

- Maintain updates to BirdLife's systems including Raisers Edge database and ERP financial system as required, to ensure easy access to information and knowledge about selected institutional partnerships
- Analyse Raisers Edge data to support internal reporting by Development Leadership Team and to assist visibility and accuracy of the global institutional funding pipeline
- Establish systems for knowledge management of institutional donor partnerships and engagement, and coordinate and/or lead knowledge sharing efforts (webinars, workshops, etc) to improve understanding of institutional funders, their priorities and methods of engagement
- Take responsibility for administration associated with the role, develop and implement appropriate processes and procedures to achieve agreed targets

General

• Undertake additional work as required and to respond to Development team wide or organizational priorities • Approximately 10% international travel associated with role

4**. BEHAVIOURS (values in action)**

Acts for nature	Leadership of income generating partnerships with institutional funders that can deliver the greatest conservation impact Solution-focused, and acts independently to overcome challenges that create barriers to growth in funding for conservation
Action through insight	Proactively gathers and updates self and others with insight and intelligence on selected institutional funders Listens to the priorities and motivations of institutional funders, and internal stakeholders, to identify shared goals and opportunities for collaboration
The power of many	Collaborates and negotiates with a diverse range of others across the partnership to develop large scale, complex and multi-country project proposals Ensures that BirdLife International approaches donor partnerships strategically and to the benefit of conservation programmes and regions
Champions of change	Proactively leads on initiatives to build capacity across BirdLife for working effectively with institutional funders Motivates, inspires and influences BirdLife International teams, Partners and other organisations to form new partnerships or consortia for funding opportunities Open and adaptable to new ways of working
Diverse by nature	Able to relate to and build rapport with a diverse and geographically widespread range of others Self-aware and culturally sensitive, understanding of difference and flexible to accommodate the needs of specific country contexts

5**. QUALIFICATIONS**

Essential:	Educated to university degree level or qualified by equivalent, relevant professional experience
Desirable:	Masters Degree or other post graduate qualification in relevant subject.

6. PROFESSIONAL EXPERIENCE, KNOWLEDGE AND SKILLS

Essential	• Demonstrated experience in development of partnerships with government or multilateral donors for an INGO or other international organisation • Specific expertise and experience of growing income from one or more institutional bilateral and multilateral public funders • Significant experience of successful donor relationship building across scales (e.g., by engaging donor offices or representatives at national, regional or global levels)

	• Good understanding of conservation and development issues and related international Conventions, frameworks, and policies • Demonstrated success in leading, managing and coordinating large, multi-country and/or consortia bids to institutional funders • Excellent written communication and verbal presentation skills • Technical skills and good financial literacy to assist design and review of budgets, logical frameworks or risk frameworks for bids • Awareness of current market trends, a good understanding of the challenges and opportunities with institutional funders for conservation organisations • Excellent research skills, and ability to digest, summarise and communicate complex or new information to others • Proven and demonstrable experience of strengthening and expanding institutional donor partnerships and driving successful engagement • Demonstrable experience of negotiating, influencing and delivering significant results cross-organisationally within a large, complex or networked organisation • Excellent communication, interpersonal and relationship building skills • Ability to work under pressure and meet tight deadlines with strong attention to detail • Exceptional written and verbal communication skills • Ability to work independently and use initiative to proactively drive plans forward • Excellent team working ability and the ability to motivate others behind a plan • A high degree of flexibility and adaptability to respond to changing business needs • Fluency in spoken and written English – other UN language(s) highly desirable • Proficient in use of Microsoft Word, PowerPoint and Excel, experience of using fundraising and financial management databases
Desirable:	• Fluency in languages other than English (e.g., Spanish, French, other UN languages) • Good personal networks within institutional donor government organisations and agencies • Knowledge and experience of conservation funding policy and advocacy issues • Experience of leading or implementing new / changed business processes and ways of working • Knowledge of specific donor compliance requirements • Experience of commercial tenders • Understanding of blended finance and innovative finance mechanisms for conservation

Travel requirements	Willingness to travel as required (approx. 10%)

Prepared by:	**Date:**
Peppy Sparrow	July 2026