



Job opportunity

Global Strategic Advisor Partnerships
Brussels, Belgium

Deadline for applications: 12th of May 2024

VVOB is an international NGO with programmes and projects in 9 countries worldwide. Our head office is based in Brussels, Belgium.

When you join VVOB, you become a key player in VVOB's mission to ensure quality education as a key enabler for achieving the sustainable development goals. We implement our programmes and projects with one shared passion: to ensure the improvement of quality education. Our teams of national and international experts achieve this by providing technical assistance to governmental and other education actors. In doing so, worldwide we ensure capacity building of governmental and other education actors.

Do you share our ambition to ensure that learners around the world can enjoy their fundamental human right to quality education, without exception? Are you convinced as well that quality education guarantees equal opportunities for everyone and is the key to a better world?

*We are looking for a **Global Strategic Advisor Partnerships**, who will operate from our **office in Brussels, Belgium**. Do you want to take on this challenge? Continue reading!*

Responsibilities of the Global Strategic Advisor Partnerships

As our Global Strategic Advisor Partnerships you will be co-responsible for VVOB's partnerships and investor engagement strategies at global, regional, and country levels contributing to the implementation and the continuous improvement of VVOB's income diversification plans and encouraging shared leadership in relation to partnerships and overall organisational goals.

You will work together with another Global Strategic Advisor Partnerships, who is based on the African continent. Your specific focus will be on partners in North America.

You will:

- You co-develop and adjust the global VVOB partnerships & investor engagement vision and strategies in order to support further organisational recognition and development.
- You contribute to the further growth of funding for VVOB. You initiate and negotiate partnership agreements with (potential) consortium partners in the USA and Canada.
- You lead the expansion of VVOB's strategic contacts with existing and new investment partners in the USA and Canada and you contribute to lobbying and advocacy efforts to position VVOB as a global leader in strengthening teacher professional development and school leadership. You manage the organisational pipeline for USAID-funded projects and you handle conversations in regard to the pipeline at the global level.
- You ensure that partnership information is efficiently organised and accessible within VVOB. This includes using, managing, and promoting the existing internal CRM platform (Pipedrive).
- You support the formulation of new projects, especially for regional or multi-country projects and countries where VVOB is not yet present.
- You are the first point of contact for VVOB's directors, managers and strategic advisors for questions and advice related to strategic partnerships in the USA and Canada.

If you're our Global Strategic Advisor, Partnerships, your workweek at the office may include the following highlights:



You start off your week by joining the global project team meeting. Discussions include the submission of an extended abstract on gender-transformative pedagogy for an international conference in the US. You see this as a potential entry point for new contacts with a private foundation and suggest arranging an introductory meeting with them.



You received a new project idea from a Strategic Education Advisor on climate change education. You realise the concept note is written too much from an education perspective rather than a climate perspective to attract new funding from an upcoming investor. You work with the Strategic Education Advisor to adjust the emphasis of the concept note for targeting the investor in a more tailored way.



You participate in the presentation of a new study by a global think tank in Washington DC. The study itself is not ground-breaking, but the drinks after the presentation make up for that disappointment. Armed with your VVOB business cards, your Colgate smile, and your funny jokes, you are able to make a few great new connections.



You link up with our Country Programmes Manager in Vietnam to discuss a USAID business forecast opportunity. Together, you discuss how to strategize for this upcoming opportunity and which US partners to reach out to at this early stage.

Does this look like your dream job?

Then read on and check whether your profile matches the job requirements!

Who are you?

Your expertise and experience

- You have a relevant Master's degree or equivalent experience.
- You have knowledge of and a vision on building a global partnerships and investor engagement strategy.
- You have a professionally proven skillset of tact and diplomacy.
- You have thorough experience in building partnerships and partnership management in a social sector, preferably in the (global) education sector.
- You have experience in working with relevant actors (such as USAID, CIDA, UN agencies, World Bank, GPE and major private foundations).
- You have excellent writing skills.
- You possess native-level proficiency in English.
- Lived experience in one or multiple VVOB countries is a plus.
- You are authorized to work in Belgium, on a national contract.

Matching competences

Curious to learn more about our competences? You can find the competence dictionary in the HR library on the HR SharePoint, together with the competence profiles.

VVOB core competences:

- Result-oriented
- Continuous improvement
- Cooperation

Function specific competencies:

- Strategic networking and partnership building
- Persuasiveness
- Creativity
- Vision building
- Problem analysis and judgement

What we're offering:

- A dynamic working environment in an international context.
- An exciting job in a growing organisation with varied responsibilities and opportunities for professional development.
- A contract of indefinite duration (80% or 100%).
- Salary based on the A111 salary scale (cf. Flemish government); net allowance; free travel to work by train, tram, subway or bus or bicycle allowance; meal vouchers; hospitalisation insurance and group insurance.
- Working from home to align your work and private life in the best possible way.

Join us!

What's next?

Your motivation letter and a detailed CV are expected no later than May 12th, 2024. Please use [this webform](#) to apply for this vacancy.

Shortlisted candidates will take a written test, go through an interview process and an assessment, before a final offer.

VVOB firmly believes that quality education can only be achieved if equity is ensured. Qualities of people prevail, regardless of age, gender, ethnicity or disability.

Is this not exactly the job you are looking for? Please have a look at our other vacancies at: <https://www.vvob.org/en/vacancies>



VVOB – *education for development*

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