



Creating opportunities for the world's poor



UK Government Partnerships Manager

Candidate Pack

March 2021

About BRAC

BRAC was founded in Bangladesh in 1972 by Sir Fazle Hasan Abed, and today is a global leader in developing cost-effective, evidence-based poverty innovations in extremely poor, conflict-prone and post-disaster settings. These include programmes in education, healthcare, microfinance, girls' empowerment, agriculture, human and legal rights, social enterprises, a bank, a university, and the world's largest mobile money platform. BRAC employs more than 100,000 people in 11 countries, with a total global expenditure of about \$1.2 billion.

BRAC is also unique among the world's major non-profits in that its overall budget is majority self-financed. In Bangladesh, where BRAC was founded and is the location of its global headquarters BRAC self-funds over 70% of its annual budget from its own socially-responsible businesses.

BRAC has been ranked as the number one NGO in the world for five consecutive years by the Geneva-based NGO Advisor, an independent media organisation committed to highlighting innovation, impact and governance in the non-profit sector.

"Pragmatic, adaptive, BRAC can now play any game, whether using for-profit or non-profit approaches, to face and challenge systems of inequity," said NGO Advisor in its review of BRAC. "BRAC ticks every box this year, with extra scoring for the clarity of its five-year strategic vision and its willingness to expand its international outreach. Today, BRAC is more than a reference; it is leading the non-profit world toward its next degree of efficiency and leverage" said NGO Advisor Editor-in-Chief Jean-Christophe Nothias.

BRAC's programmes are implemented by BRAC country offices in 11 countries and BRAC also supports partners, including governments and civil society organisations in 5 other countries through BRAC's Ultra Poor Graduation Initiative.

About BRAC UK

BRAC UK was founded in 2006 and is one of the four members of the BRAC Global group – also including BRAC Bangladesh, BRAC International and BRAC USA. It is a very exciting time of transition for BRAC at the moment, with a new, ambitious global strategy in place which aims to reach over 250 million people by 2030. A new Global Board was formed in 2019 to oversee the global strategy and in 2020 concluded agreements with these four BRAC entities to define its role and mandate.

BRAC UK supports BRAC's development work around the world through fundraising, contract management and donor relationship management. We also provide specific expertise in the areas of inclusive business approaches, innovative financial tools, private sector partnerships, and disability inclusion. BRAC UK plays a key role in BRAC's work engaging with and influencing policy makers and practitioners to tackle extreme poverty.

Job Description

Job Title:	UK Government Partnership Manager
Reports to:	Deputy CEO and Director of Partnerships
Location:	Southwark, London
Salary:	Salary Scale Grade 3 - £41,618 - £51,103
Term:	Full-time

Key Relationships

Internally - BRAC UK Senior Management Team; BRAC UK Partnerships and Accountability team, Staff; BRAC UK Board of Trustees; BRAC International Fundraising Director; Programme Development Directors (Africa and Asia) BRAC PRL (Programme Development, Resource Mobilisation, Learning).

Externally – Management and technical officials at UK Foreign Commonwealth and Development Office; Other UK ODA spending department staff, Foundation Management and staff; Bi-lateral and multi-lateral officials; Europe based UN agency staff; Private Sector Aid Contractors, UK and Europe Civil Society Organisation staff.

Main Purpose

BRAC UK's primary purpose and role is to mobilise and manage resources, develop partnerships, influence international development decision makers and communicate the impact of BRAC's work in Africa and Asia. The UK Government Partnership Manager takes a leading role in managing BRAC UK's partnership with the UK Government, to grow the partnership and to develop new funding and partnership opportunities with UK Government ODA funding departments. The UK Government Partnership Manager will also take an important role in supporting the Strategic Partnership Arrangement between the FCDO and BRAC in Bangladesh, which also includes Australia and with another major bi-lateral funding partner joining soon.

In 2019 BRAC global-wide developed a new global strategy and formed a new Global Board to lead this strategy. The strategy builds on the experience, results and relationships BRAC has built over the last close to fifty years, aiming to deliver more innovation in its programmes and impact the lives of at least 250 million people by 2030. The UK Government Partnerships Manager will play an important role in strengthen the partnership with the UK Government in support of the goals laid out in the BRAC global strategy.

Responsibilities

1. UK Government Partnership Strategy development

BRAC UK has an ambitious three-year strategy and plan (2021-23) in place. A key objective and growing responsibility for BRAC UK as outlined in the plan is supporting and strengthening the relationship with the UK Government on behalf of BRAC globally. BRAC is one of the largest civil society development partners of the UK Government through its Strategic Partnership Arrangement (SPA) with the FCDO in Bangladesh. This SPA is coming towards the end of its second five year phase in 2021. The UK also funds a number of important development projects through BRAC UK, BRAC International and BRAC Bangladesh.

The UK Government Partnership Manager will lead in the development of the funding strategy for BRAC with UK Government departments, principally the FCDO but also other ODA

spending departments (BEIS, DEFRA, CDC, etc) that will seek to grow the strategic partnership with the UK Government.

In this work, the UK Government Partnership Manager will work closely with the BRAC UK Advocacy team, other members of BRAC UK Partnerships and Programmes team and colleagues across the BRAC global family, in particular the cross-BRAC Programme Development, Resource Mobilisation and Learning Unit (PRL).

2. Raising funds

The UK Government Partnership Manager will lead the fundraising effort for BRAC UK with UK Government Departments in support of BRAC's strategic goals. This will include funding from the following instruments:

- **Commercial Contracts:** BRAC UK has a growing body of work funded by FCDO commercial contracts and this has been identified in the 3 year plan as an area for growth, through the development of partnerships with other non-profit and for-profit organisations and for leading and sub-contracting on FCDO (and other UK ODA) projects.
- **Grants:** FCDO is BRAC's largest grant funder through the Strategic Partnership Arrangement in Bangladesh and other grants via centrally managed programmes such as UK Aid Direct and the Girls Education Challenge and country level funding. The UK Government Partnership Manager will lead on the process of developing further grant funded opportunities for BRAC.
- **Innovative Finance:** A priority area of BRAC UK's 3 year plan in the development of opportunities to fund the mission via innovative finance mechanisms such as Social Investment and Impact Bonds. The FCDO has been a leading player in building out new mechanisms for funding which have been identified as a major opportunity for BRAC, and this is an area for BRAC UK to take a leading role on within the BRAC UK global group.

3. Accountability

The UK Government Partnership Manager will also support the timely and effective reporting and accountability to UK Government Departments and ensure compliance with all UK Government contractual requirements and good practice.

They will play a role in training and guiding colleagues in BRAC UK and across BRAC on best practice in contractual compliance with UK government as a donor. This will include production of manuals and guidelines for use across the BRAC global group in reporting to UK Government donors.

4. Advocacy

The UK Government Partnerships Manager will support and complement the work of the BRAC UK advocacy team on our work to influence the UK Government and other influential players in international development. This will be achieved through coordinating activities, sharing intelligence and contacts and planning joint activities with the Advocacy team to ensure good outcomes for advocacy and for new business development.

5. External relations and partnerships

The UK Government Partnership Manager will play a leading role for BRAC UK and the wider global group in managing the relationship with the FCDO and other UK Government entities that fund BRAC. This work will focus on building a partnership characterised by mutual respect, openness and transparency.

It should be noted that whilst a number of FCDO contracts are managed by BRAC UK, a number of other entities within the global BRAC family also have active contracts with the FCDO, including BRAC Bangladesh, BRAC International and BRAC University. The UK Government Partnership Manager will coordinate amongst these different entities to ensure a strong and consistent relationship with FCDO country offices and HQ is maintained.

Person Specification

	Essential	Desirable
Qualifications		Degree in international development, international relations, law, business, finance or another relevant subject. Postgraduate degree in relevant subject.
Experience	Management experience in an international development organisation	
	Strong fundraising and new business experience and track record of results, in particular with DFID/FCDO and other UK Government donors for international development.	Experience leading large fundraising initiatives eg £10m+
	Experience and skills in developing partnerships with other organisations - ideally cross-sector - to form consortia for programme bids	Track record in managing large FCDO funded consortia (£10m+)
	Strong knowledge and experience with UK Government funding, in particular from DFID and its successor FCDO	
	Experience and skills in contractual compliance issues, in particular with UK Government funders	
	Strong experience in bidding for and managing commercial contracts with FCDO	
		Knowledge and experience of innovative development finance (eg social investment, impact bonds etc)
	Experience of living and working in countries of the Global South	Country level leadership of NGOs and major development projects
Skills	Outstanding communication skills and ability to communicate effectively with people at all levels	
	Strong financial management and interpretation of data skills	
	Ability to build positive relationships remotely with a wide range of people across different countries	
	Excellent people management and leadership skills	
	Strong representational and negotiation skills	
	Outstanding fundraising and partnership development skills	

Qualities	Energetic, determined & dedicated with a passion for BRAC's mission	
	Ability to inspire and lead a team	
	Willingness and ability to travel regularly to Africa and Asia (when circumstances allow)	
	Able to work effectively and respectfully in a multicultural environment	
	Ability to work effectively at a distance from colleagues in Africa and Asia using communications technology	
	Ability to develop an organisational culture of respect and humility and ensuring strong safeguarding of programme participants, staff and volunteers.	

Equal Opportunity Policy

BRAC UK has an equal opportunities policy and ensures that no job applicant or employee receives less favourable treatment on the grounds of age, colour, culture, disability, ethnicity, gender, HIV status, marital status, nationality, religion or sexual orientation. The principle applies to recruitment, pay, terms and conditions of employment, promotion, training, career opportunities and service delivery.

Safeguarding

BRAC UK takes its safeguarding responsibilities seriously, and has a range of policies to support effective training and reporting to protect people, particularly children, at risk adults and beneficiaries of assistance, from any harm that may be caused due to their coming into contact with BRAC UK.

Terms

This is a full-time post based on a 35 hour week (plus one hour for lunch, unpaid). The employee staff handbook details other terms and conditions of employment.

Salary and pension

The salary for this post is from £41,618 - £51,103 per annum. Salary increases are considered annually, although the organisation is under no obligation to increase salaries year on year. New employees are eligible to join the NEST pension scheme to which the company makes a matched contribution of up to 6 per cent of salary per annum.

Holidays

Leave entitlement is 25 days per annum pro rata in addition to the statutory holidays, increasing by 1 day per year (after one full calendar year service), to a maximum of 30 days.

Location

In the current climate, BRAC UK employees are home-based, but this post is usually located at the BRAC UK office in Southwark. Our office is a short walk from Waterloo Station.

Next steps

Candidates must have existing eligibility to work in the UK and this will be verified prior to interview. Please do not apply unless you can demonstrate this eligibility.

Send your CV and covering letter, outlining how you meet the role requirements, in no more than 2 pages to recruitment@bracuk.net (mark 'UK Government Partnership Manager' in subject line). Please note only shortlisted candidates will be contacted. If you have not heard from us within 3 weeks of submitting your application then you have not been selected to proceed.

Closing date: April 26th 2021 5pm