



Manager, Institutional Partnerships (US)

Application Pack

Global Fund for Children (GFC)

works to build a world where all children and youth are safe, strong, and valued.

Join us in our mission to power the potential of young people

We partner with innovative, locally-led organizations, helping them deepen their impact and build their capacity for social change. By pairing flexible funding with targeted capacity development support, we help our partners grow stronger and more responsive to challenges on the ground.

Over the last thirty years, we have invested more than \$60 million in over 1000 community-based organizations around the world. Our work advances the rights of children and youth across four focus areas: education, gender equity, youth empowerment, and freedom from violence and exploitation.

We value courage, excellence, learning, partnership, and inclusion, as well as kindness and passion. Our partners' visions for change inspire all we do. Feedback and learning inspire us to do better, and we strive to be youth centered.

Position Overview

The Manager, Institutional Partnerships – US will play a key role in growing and strengthening GFC's institutional funding by leading fundraising and relationship development within the US philanthropic market.

Working closely with the Senior Director of Institutional Partnerships, the Manager will oversee and grow a portfolio of US-based institutional donors and prospects, develop new relationships with foundations and other philanthropic partners, and identify opportunities to diversify and grow GFC's institutional revenue.

The Manager will combine a strong understanding of US philanthropy with knowledge of GFC's global programs and approaches to identify where GFC is well positioned for investment and proactively develop and advance relationships with prospective funders. They will be expected to work with a high degree of independence, build trusted external relationships, move prospects through the fundraising pipeline, and bring clear intelligence and recommendations back to GFC about donor interests, opportunities, and positioning.

This is a strategic and hands-on fundraising role requiring strong judgment, initiative, excellent relationship-building and communication skills, and the ability to represent GFC confidently with funders and across the philanthropic sector.

This role reports to the Senior Director of Institutional Partnerships and sits within GFC's global Development team.

Key Responsibilities

1. US Institutional Fundraising and Market Development

- Develop and implement strategies to grow institutional funding from US-based foundations and other philanthropic partners
- Build and manage a strong pipeline of prospective US institutional funders aligned with GFC's strategic, programmatic, and revenue priorities

- Identify, research, qualify, cultivate, and advance new prospects, proactively moving relationships toward funding opportunities
- Maintain a strong understanding of the US philanthropic landscape, including emerging trends, funding priorities, networks, and opportunities relevant to GFC
- Assess prospective opportunities and bring clear recommendations to the Senior Director of Institutional Partnerships on donor fit, potential, positioning, and recommended next steps
- Contribute to institutional fundraising strategy, pipeline reviews, revenue forecasting, and annual planning

2. Donor Relationship and Portfolio Management

- **Manage a defined portfolio of US-based institutional donors and prospects, with responsibility for cultivation, solicitation, stewardship, renewal, and growth.**
- Lead donor meetings, briefings, visits, and cultivation opportunities, strategically engaging GFC senior leadership, program colleagues, community partners, and young people where appropriate
- Develop and maintain clear relationship strategies and next steps for priority donors and prospects, proactively moving relationships forward
- Work closely with colleagues across Development to ensure strong coordination between relationship strategy, grant delivery, reporting, and renewal planning

3. Funding Opportunities and Cross-Organizational Partnership

- Develop a strong understanding of GFC's global program portfolio, approaches, evidence, and learning in order to effectively represent GFC with prospective and existing funders
- Work closely with the Senior Director of Institutional Partnerships and regional and thematic colleagues to assess how donor interests and emerging funding opportunities align with GFC's programmatic priorities
- Bring relevant donor and market intelligence into the development of new funding opportunities, including insights about donor interests, positioning, relationships, and funding potential
- Support the Senior Director of Institutional Partnerships in the development of major new funding opportunities and complex, high-value, and cross-regional proposals
- Produce consistently high-quality donor-facing communications and materials

4. External Representation and Philanthropic Engagement

- Represent GFC at relevant donor meetings, philanthropic networks, conferences, and events, with a particular focus on building GFC's presence and relationships within US philanthropy
- Build and maintain a strong network across the US philanthropic ecosystem that expands GFC's visibility, relationships, and future funding opportunities
- Proactively identify opportunities for GFC to engage with new funders, networks, and philanthropic

conversations and recommend where GFC's participation could add strategic value

- Identify opportunities to engage GFC's senior leadership, community partners, and young people directly with funders and philanthropic networks
- Bring relevant intelligence, relationships, and opportunities from external engagement back into GFC and translate them into concrete recommendations and next steps.

What can we offer you?

Our team dreams big.

We work together to build a world where all children and youth are safe, strong and valued.

GFC fosters a caring work environment that promotes collaboration, respect, and professional development. We set standards of excellence and quality in our work, firmly believing that children and youth deserve the best we can offer.

We believe that every person has equal rights, and we affirm the diversity that enriches our globalized world. In line with these core values, it is our policy to actively seek diverse candidates from a variety of backgrounds who are committed to Global Fund for Children's mission.

Our values shape our vision, guide our daily decision making, and signal to the world what to expect when you encounter Global Fund for Children. We hold ourselves to these values to best serve our local partners and the children and youth they support. We attract talented people from all over the world because we believe deeply in living our values.

Salary – US-based salary range for this role will be \$90,000 - \$95,000, depending on experience.

Weekly hours – 40 hours per week.

Flexible Working Location – United States. This is a remote position, with a preference for candidates based in or with strong access to major US philanthropic hubs, particularly New York City, Washington, DC, and the San Francisco Bay Area. Regular domestic travel for donor meetings, conferences, and GFC events will be required.

Learning – GFC encourages professional development as a part of our culture and values. GFC provides regular opportunities for training, collaboration, and mentorship. Employees may access professional development funds to support continued learning.

Benefits - We strive to build a culture that embraces care and wellbeing. Our global employee benefits include:

- **Comprehensive medical, dental and vision plans**
- **Generous paid time off (annual leave, sickness leave, wellbeing days, sabbatical leave, family friendly leave)**

How do I apply?

Please submit your application using the following link: <https://global-fund-for-children.breezy.hr/p/a231c3265460>

The deadline for applications is Friday, October 30th at 5pm US Eastern Time.

We are excited to hear from you if you have any questions about the role, please get in touch on careers@globalfundforchildren.org

GFC is an equal opportunity employer. We celebrate diversity and are committed to creating an inclusive environment for all team members. We particularly encourage applicants from communities that have historically been excluded from philanthropy and from under-represented groups including candidates who are LGBTQ+, from Black, African, and Afro-descendant or indigenous communities, with a disability, impairment, learning difference or long-term condition, with caring responsibilities, from different nations and regions, and from less advantaged socioeconomic backgrounds.



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