

## Job Description – Senior Manager – Strategic Partnerships

<b>Designation</b>	Senior Manager - Strategic Partnerships
<b>Location</b>	Jaipur/Bhopal
<b>Employment type</b>	Renewable fixed term contract
<b>Report to</b>	Head of Strategic Partnership
<b>Employment level</b>	Senior

### Organization Background

Established in 2007, Educate Girls (a project of 'Foundation to Educate Girls Globally') is holistically tackling issues at the root cause of gender inequality in India's education system that has helped to ensure over 90% enrolment and higher attendance as well as improved school infrastructure, quality of education and learning outcomes for all girls.

Our comprehensive model helps communities assess their school situation, initiate action plans and empowers them to sustain positive results at the lowest cost. Educate Girls believes that if girls in the most backward gender gap districts are educated now, they will have the potential to enter the formal economy, gain employment and lift their families out of poverty. By leveraging the government's existing investment in schools, Educate Girls delivers measurable results to a large number of beneficiaries and avoids duplication or parallel delivery of services.

Because of the sustainability and scalability of the model, Educate Girls has grown from a 500-school pilot project in the Pali district of Rajasthan to now serving thousands of schools, reaching millions of children in some of India's most remote areas. The non-governmental organization has a management and outreach office in Mumbai and operations in Rajasthan and Madhya Pradesh and is committed to launching interventions in multiple new geographies across India over the coming years.

Over, the next five years, Educate Girls plans to expand to 31 districts across, Uttar Pradesh, Bihar, Rajasthan and Madhya Pradesh. In the process, we plan to enroll 1.6 million out of school girls.

For further details about organisation please visit [www.educategirls.ngo](http://www.educategirls.ngo)

### Our Values

<b>Gender Equality</b>	Being able to treat people equally irrespective of gender
<b>Integrity</b>	Possess the ability to “know and do” what is right
<b>Excellence</b>	Being outstanding or extremely good, striving to lead by performance excellence
<b>Collaboration</b>	Working effectively and inclusively with a range of people both within and outside of the organization
<b>Empathy</b>	Being able to understand and share the feelings of another and use that understanding to guide our actions

### Our Competencies

<b>Strategic Thinking</b> – Think big yet act focused	<b>Taking Ownership</b> – Feel responsible & accountable	<b>Analytical Thinking</b> – Stay true to your data
<b>Developing Talent</b> – Growing and taking people together	<b>Ensuring Alignment</b> – Think differently but work together	

## Job Profile

### Overview of the role:

The Senior Manager will be part of the senior management of the organization and will be responsible for overseeing the vertical operations at a comprehensive level. Based in Jaipur/Bhopal s/he will be the face of Educate Girls for all external stake holders at the state level. S/he will develop, refine and implement vertical strategy including aspects such as developing a comprehensive dashboard, managing budgets and team's Key Performance Indicators. S/he will be responsible for the management of the overall quality and efficiency of GR operations both at the state and district level. S/he person will also build and oversee the Government relations in the two new expansion states namely UP and Bihar.

### Areas of Responsibility:

#### Operational

- Serves an interface between the government and the EG's operation team
- Responsible for building and nurturing relationship with the government at all levels (State and District) and will be accountable for securing Memorandum of Understanding and the renewals thereof.
- Work closely with the expansion team and support them with the Government interface

#### Strategic

- Builds a knowledge base for national development programs through liaison with development agencies, and identifies potential areas for Agency collaboration and donor participation.
- Explores avenues of partnership with Government for various programs.
- Ensures that lessons learned and proposed corrective actions, adaptations and innovations for future projects are documented for the purposes of knowledge preservation.
- Acts as central coordinator for the Program Framework of Educate Girls
- Ensures that newly identified project initiatives are consistent as well as aligned with government policies so as to make the most of the government structure.

### Preferred Education Background:

- Masters degree or equivalent in relevant fields: Education, Public Policy, Political Science, Management

### Preferred Work Experience:

- Minimum 8 years of experience in handling external stakeholders mainly government, multilaterals, non-profit

### Preferred Skill Set:

- Excellent communication skills in order to network and deal with all levels of government and development partners;
- Demonstrated abilities in leadership and initiative;

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- Proficiency in English and Hindi (Both oral and written)
  - Capability to work interactively with computer systems.
  - Good organizational skills and strong written and oral communication skills.
  - Should be a team player, ambitious, self-motivated and independent.
  - Should have strong administration skills and a mental aptitude for industrial growth, business development and public relations.
  - Should be willing to travel 8-10 days a month as the job requires working closely with 3-4 state governments.

"Educate Girls is committed to achieving 50/50 gender balance in its staff. Female candidates are strongly encouraged to apply for this position."