



Job Title:	Associate Director, Partnerships		
Years of Experience	10+ Years of Experience		
Location:	Toronto, Hybrid	Travel Required	30%
Terms	Full-time		

About Raising The Village

We are Raising The Village (RTV) – an international development organization and a registered charity – on a mission to end ultra-poverty in Sub-Saharan Africa. Raising The Village is a fast-growing organization on an accelerated growth path. Our team in East Africa and North American work together to lift communities out of ultra-poverty in last-mile villages. We operate at the intersection of direct implementation and advanced data analytics to inform progress, decision-making, and impact.

To date, we have supported more than one million people through our innovative holistic approach. We have achieved this tremendous growth with the support of our incredible partners from all around the globe who believe in our model and impact. Find out more about our programs and impact at www.raisingthevillage.org.

Role Description

RTV is seeking a highly motivated and skilled Associate Director of Partnerships to join our team. This role focuses on enhancing our fundraising efforts and expanding our growing portfolio of philanthropic foundation & corporate funders. The successful candidate will be a strategic thinker with a strong background in fundraising with local and international philanthropic foundations and the ability to steward relationships with current and prospective funders. The Associate Director of Partnerships will be able to develop a deep understanding of our program model and be comfortable using data-informed impact metrics to engage effectively with funders, demonstrating the value and impact of our work.

They will play an integral role in developing and driving our partnerships and fundraising strategy and will be critical contributors to the organization’s ambitious impact and growth strategy.

Key Responsibilities

- **Fundraising and Development:** Play a key role in the strategy and execution of fundraising efforts to secure financial support from philanthropic foundations, and proactively champion opportunities for new revenue. Identify, cultivate, and manage relationships with current and prospective funders.
- **Partner Engagement:** Engage with philanthropic foundations, articulating the organization's mission, impact, and needs compellingly to secure and grow funding support. Utilize knowledge of the philanthropic landscape, and a strong understanding

of our programs to build and maintain strong, productive relationships with foundation leaders and decision-makers.

- **Partnership Strategy:** Develop and implement strategies to expand our portfolio of foundation funder (including but not limited to philanthropic, corporate, and major gifts), including research, outreach, and proposal development. Work closely with the senior leadership team to align fundraising efforts with our strategic goals.
- **Collaboration and Networking:** Collaborate with internal teams and external stakeholders to leverage expertise, resources, and networks in support of partnership objectives. Actively participate in relevant meetings, presentations, forums, conferences, and industry events to expand the organization's visibility and influence.
- **Leadership:** Provide guidance and support to staff members involved in partnership development, offering training, mentorship, and resources to enhance their skills and effectiveness.
- **Team Collaboration:** Work closely with the partnerships team to foster a cohesive and dynamic environment that leverages the strengths of each team member, ensuring that all fundraising efforts are aligned and integrated.

Required Skills and Expertise

- Degree in International Development, Business Administration, Marketing, or a related field.
- Minimum of 10 years experience in partnership development and fundraising with philanthropic foundations, preferably within the international development sector.
- Demonstrated success in securing funding from diverse sources (philanthropic foundations & CSR bodies), including grants and donations.
- Strong strategic thinking and analytical skills, with the ability to translate organizational objectives into actionable partnership plans.
- Excellent communication (oral & written) and interpersonal skills, with the ability to engage and influence stakeholders at all levels.
- Proven leadership and team management experience, with the ability to inspire and motivate staff towards common goals.
- Results-oriented mindset, with a track record of achieving targets and driving positive outcomes.
- Familiarity with donor relations, grant management, and compliance requirements.
- Willingness to travel internationally as needed.

Compensation & Growth



In addition to a starting salary commensurate with your experience, you'll receive a compensation package that includes health benefits, optional Group RRSP (Canada)/401k Retirement Plan(US), and 4-weeks vacation in line with our policies.

RTV is fast growing with opportunities for people who want to grow with the organization. We value people who are committed to our mission, align with our values, and are dedicated to their own personal and professional growth.

To Apply

If you think you are the right person for this role, please send us a cover letter and resume (in one pdf file) to: careersTO@raisingthevillage.org

Applications will be considered on a rolling basis until the position is filled. Currently all interviews are being carried out virtually. **Please note that there will be a written assessment included as part of the recruitment process.**

Raising The Village is an equal opportunity employer committed to diversity and inclusion.

For any accommodations through the process, please get in touch with us at the same email as mentioned above.