

## **Director of Institutional Partnerships**

Today, 2.5 billion people around the world live with poor vision unnecessarily because they lack access to the eyeglasses they need to correct their vision and, as a result, experience profound inequalities in terms of their health, well-being, and economic opportunities. EYElliance is the systems-level change agent solving the glasses gap. As a coalition of multi-sector experts—including public, private, academic, and NGO partners—EYElliance functions as a leader, convener, and coordinator to channel collective efforts and bring clarity and clear action to address the global unmet need for eyeglasses. EYElliance accelerates impact by facilitating cross-sector collaboration—bringing the public, private, and social sectors together into the solution.

Now in our second year, EYElliance is building the team which will move the work forward. The MD/Partnerships, a new position, will play a critical role supporting EYElliance’s expanding roster of collaborations with multi- and bilateral institutions, governments, and major INGOs including USAID, the World Bank, and UNICEF. Working closely with the Co-Founder/President, the MD/Partnerships executes the core of the cross-sector collaboration work, providing the communications and relationship management needed to engage global development organizations in advancing EYElliance’s mission. While the role primarily faces our institutional partners, it’s critical that the MD/Partnership’s approach is aligned with EYElliance core competencies that includes being both a servant leader and a thought leader.

Core responsibilities, with an estimate of the percentage of time dedicated to them, are as follows:

- Develop and maintain relationships with key partner organization liaisons (40%)
- Draft/author all written communications and documents including tailoring content for partners that aligns with their terminology and frameworks (i.e. creating short summaries of opportunities for collaboration). (30-35%)
- Support the President in developing the partnership strategy, including identifying areas to leverage opportunities and increase impact (10-15%)
- In addition to the core partnerships responsibilities, the MD/Partnerships will work with (10-15%):
  - The President on overall strategy and partner-related work across the organization, as well as potentially taking leadership on new initiatives and partnerships
  - The MD/Membership (and President) on collaborations that both accelerate impact of our members and signal attention about the importance of the issue area to a new audience –such as Save the Children and Global Road Safety Partnership (GRSP).
  - The MD/Membership on sharing members’ work with partners, amplifying their impact

- As with any start up, additional responsibilities will emerge with organizational growth.

*The ideal candidate is:*

- Is a superb writer
- Is exceptionally diplomatic, patient, and strategic, especially when working with large organizations that move at their own pace
- Meets rigid external timelines and compliance requirements
- Is an excellent relationship manager, knowing when to be proactive
- Shows exceptional judgment about when to proceed independently and when to ask for guidance before acting
- Understands—and ideally has worked at—the intersection of social enterprise and INGOs
- Is creative, curious, and flexible, able to find multiple, potentially non-linear routes to the finish line.
- Embraces EYelliance’s servant leadership approach to systems change.
- Flourishes working in a small office.
- Able to roll with the needs and energy of a small, fast-moving start-up.
- Is low ego, hard working, and allergic to drama.

Compensation: \$80-100,000 commensurate with experience. Excellent benefits including health/dental/vision.

Preferred start date: 12/1

Please send a thoughtful cover letter, resume, and 1-2 relevant writing samples (no more than 5 pages total) to [jobs@eyelliance.org](mailto:jobs@eyelliance.org). Applications will be considered on a rolling basis. No phone calls, no recruiters.

EYelliance is a project of Tides Center, an “at-will” and equal opportunity employer. Applicants and employees shall not be discriminated against because of race, religion, sex, national origin, ethnicity, age, mental or physical disability, sexual orientation, gender (including pregnancy and gender expression) identity, color, marital status, veteran status, medical condition, or any other classification protected by federal, state, or local law or ordinance.

Reasonable accommodation will be made so that qualified disabled applicants may participate in the application process. Please advise in writing of special needs at the time of application."

Pursuant to the San Francisco Fair Chance Ordinance, we will consider for employment qualified applicants with arrest and conviction records.