



**Role:** Key Relationships Manager

**Type:** Fundraising/Donor Stewardship/Project Management

**Location:** Charleston, SC, USA

**Reports to:** Vice President, Development

## **Job Description**

OneWorld Health exists to provide quality, affordable healthcare to under-resourced communities with a vision to empower communities to achieve long-term improvements in health and quality of life so that they can not only get by, but thrive. Through the establishment of operationally sustainable medical facilities, the empowerment of local staff and communities, and a unique culturally attuned, people-centered model of providing healthcare, we are committed to be in and with each community for the long haul. Simply put, we provide care that endures.

OneWorld Health's development strategy is a growing and integral part of the organization's infrastructure. Through intentional engagement and effective relationship management capabilities, the Key Relationships Manager contributes to the success of the overall development strategy by actively partnering with corporate entities to determine strategic direction. This position will work to build, support, and advance corporate partnerships by establishing new relationships, facilitating the creation of idea documents, business cases, and value plans as well as ensuring value optimization and communication.

## **Relationship Management Responsibilities:**

- Lead as the strategic interface between the Key Relationships Manager's function and corporate partner to stimulate, surface, and shape the business demand and ensure that the potential value from those assets and capabilities is captured, realized, optimized, and recognized.
- Identify and initiate new relationships with possible corporate partnerships to ensure the continued and expanding growth of the organization.
- Establish and earn value-adding, strategic partner relationship maturity for yourself in the role of a Key Relationships Manager and for the entire function.
- Develop a deep knowledge of the corporate partner's business and build positive relationships, both horizontally and vertically.
- Ensure corporate value realization and optimization, from value plans through consultancy, business case development, financial awareness, managing expectations, and identifying opportunities to add value.
- Ensure project and initiative progress, including consistent and effective communication.

- Establish communication processes and channels across corporate functions.
- Work with OWH leadership to establish identifiable metrics for measuring Key Relationships Manager success and sustainability.
- Measure and communicate business value realized with the corporate partner on a periodic basis.
- Develop and assist with the presentations for internal and external stakeholders.

### **Strategic Responsibilities:**

- Advocate for an awareness and focus on corporate partner strategic plans.
- Correlate corporate value and priorities to planning activities and goal setting.
- Be creative and innovative with regards to your knowledge and awareness of industry trends and digital advances as they relate to new opportunities and business needs.
- Ensure that corporate contacts are knowledgeable about the partnership and their objectives; engage as a project/program stakeholder, including evaluating project efforts and progress against joint strategic plans and objectives.
- Think strategically and creatively by identifying corporate function opportunities and the best-suited position for the function's adoption within the corporate partner organization.
- Assist and lead in identifying and engaging possible corporate entities for both short-term and long-term partnerships.

### **The ideal candidate will have:**

- A posture of integrity that values the mission and vision of OneWorld Health.
- Proven ability and drive to take initiative and be a problem solver.
- A positive attitude and professional appearance and manner.
- An self-starter mindset and can-do attitude.
- Ability to listen and build credibility with corporate partners.
- Ability to map joint organizational vision and long-term thinking, imagination, and idea generation.
- Knowing when to push an agenda and when to let a situation develop, rest, or advance.
- Ability and comfort with working at executive levels.
- Exceptional ability to lead change using positive and collaborative methods.
- Be able to influence others, using personal rather than positional power.
- Undergrad degree required, graduate degree preferred or related qualification.
- 3 + years of experience facilitating the development and implementation of business initiatives and projects, based on management objectives
- Experience working cross-culturally, preferably with other like-minded international NGOs.
- Excellent writing, speaking, and executive communications skills.
- Availability for consistent domestic and international travel.

