
JOB DESCRIPTION

Job Title: Senior Manager - International Strategy

Grade: E

Department: CAF International

Main purpose of role:

We are looking for an accomplished and strategic senior manager to play a key leadership role in shaping and delivering our international strategy and fostering high-impact partnerships. Your focus will be developing and managing the CAF International Network and key strategic international partnerships across the global philanthropic sector. The ideal candidate will bring extensive experience in international stakeholder engagement, strategic planning, and forging robust partnerships, with a proven ability to navigate complex global environments and deliver results that align with our business objectives.

Responsible to: Head of International

Budgetary responsibilities: None

Responsible for (staff/jobs): One

Key Job Responsibilities:

Strategic Planning

- Strengthen, implement and deliver CAF's international strategy to enhance CAF Group's reputation and influence in the philanthropic sector.
- Lead international communications by creating compelling content and preparing briefings and speaking notes for external engagements.
- Collaborate with key stakeholders to develop market entry and expansion initiatives, including the assessment of new markets and the development of market entry positioning strategies.

Partnership Development

- Identify, establish and grow strategic partnerships with key stakeholders, including global institutions, membership bodies, INGOs and non-profit organisations.
- Manage, develop and grow CAF International network, to ensure mutually beneficial and long-term collaboration.

- Foster, convene and evangelise collaboration and effective communication among the network members to facilitate knowledge sharing and best practices.

Financial, Compliance and Risk Management Management

- Prepare and manage budgets for international partnership projects and initiatives.
- Ensure compliance with international regulations and standards.
- Identify and mitigate risks associated with international operations and partnerships.

Operational and Team Development

- Develop and mentor team members, fostering a culture of high performance, innovation, and continuous improvement.
- Monitor and report on the performance of international initiatives and projects against established KPIs and targets.
- Identify opportunities for operational efficiency and process improvement in international operations.

General responsibilities

- Build and maintain relationships with key internal and external stakeholders, including partners, vendors, and government agencies.
- Stay current on international business trends, regulations, and competitive landscape to inform strategic decision-making.
- Acting up for the Head of International and general leadership support as required, including on international travel.

Qualifications

- **Education**

- Bachelor's degree in Business, International Relations, or a related field.

- **Experience**

- Minimum of 5 years of experience in international relations, strategy consulting, and partnerships management.
- Proven track record of successfully developing and implementing international expansion projects and establishing strategic partnerships.

- **Skills**

- Excellent communication and presentation skills.
- Strong strategic thinking and analytical skills, with the ability to interpret complex data and market trends.
- Excellent project management skills.

- Ability to work effectively in a multicultural environment.
- Ability to work effectively in a cross-functional team environment.
- Strong leadership and team management capabilities.
- Proficiency in multiple languages (desirable).

CAF Behaviour Framework

The CAF Behaviour Framework sets out in a transparent and consistent manner the explanation of the performance expectations of all CAF People. Through the use of common language and common standard, it combines a set of behaviours with the required technical skills and knowledge needed to effectively perform in any given role in CAF. This framework is used for the assessment, management and development of performance of all our people across CAF

Please refer to 'Work the CAF Way' booklet for the CAF Behaviour Framework

Dated: October 2024

PERSON SPECIFICATION

Job title: Senior Manager - International Strategy

Date: October 2024

Attributes	Essential ✓	Desirable ✓	How Evidenced ⁺
Experience Clear evidence of forging and building networks, working in a partnership environment externally Detailed understanding of ESG and philanthropic trends Detailed understanding of donors across private clients and/or corporate markets Influencing and proactive relationship management skills Business development skills to drive growth Ability to use Microsoft Office Ability to prioritise effectively	✓ ✓ ✓ ✓ ✓ ✓ ✓		A/C
Qualifications Degree level or equivalent qualification Appropriate professional qualification preferred or willingness to complete appropriate qualifications	✓	✓	A/E
Training Sales skills and business development International Programme Management or Equivalent	✓	✓	A/C
Specialist skills/ability/knowledge Clear evidence of building networks and working in a partnership environment externally Detailed understanding of ESG and philanthropic trends Detailed understanding of donors across private clients and/or corporate markets Influencing and proactive relationship management skills Ability to use Microsoft Office Ability to prioritise effectively	✓ ✓ ✓ ✓ ✓ ✓		A/C/T
Communication Excellent communication skills (written and oral) Excellent conflict resolution skills Ability to adapt messages to different audiences overseas	✓ ✓ ✓		A/C/T
Personal Qualities Has pride in their work and provide excellent quality Strong communication & negotiation skills Commercially astute Creative and thinks of new ways to improve the business Positive & helpful attitude Self motivated & dedicated Confidence to manage stakeholders Ability to manage an extensive workload	✓ ✓ ✓ ✓ ✓ ✓ ✓ ✓		A/C/T
Special Conditions Based in London with some travel to Kings Hill as required Regular overseas travel Regular evening working to attend events and meetings	✓ ✓ ✓		C

<p>Prior to Appointment</p> <p>All posts:</p> <ul style="list-style-type: none"> • Credit Check • Dow Jones Check • Basic DBS Check • Employment References • Medical Clearance • Right to Work in the UK 	<p>✓ ✓ ✓ ✓ ✓ ✓</p>		<p>R/E</p>
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***Key:**

R = References, E = Evidence/certificates, A = Application, C = Competency interview, T = Testing/assessment