m2m is an Africa-based, global not-for-profit that unlocks the potential of women to eliminate pediatric AIDS and create healthy families. We train, employ, and empower HIV-positive women—Mentor Mothers—who ensure that women, their families, and their communities get the health advice and medication they need, are linked to the right clinical services, and are supported on their treatment journey. Our work has saved hundreds of thousands of lives, created tens of thousands of jobs, and given health and hope to some of the most marginalized in communities across ten African countries.

Started in Cape Town in 2001 with an initial focus on preventing mother-to-child transmission of HIV, m2m has innovated and built on our strengths to address HIV’s causes and effects, delivering benefits at almost all stages of life. m2m Mentors now provide family-centered support for a range of related health and social issues spanning pregnancy, birth, childhood, and adolescents.

We deliver these services directly at health facilities and in communities, and also partner with governments and other NGOs on the adoption of our program to spread the Mentor Mother Model and its benefits. We have a track record of scaling our services and proven impact. In 2018, m2m and our partners enrolled 2.3 million new clients, and employed nearly 3,000 HIV-positive women. We have virtually eliminated mother-to-child transmission of HIV among the clients we serve directly with an average transmission rate of just 1.6 percent. Today, m2m is a robust, evidence-based organization that is always learning from our data and refining our approach for maximum results.

Through our work with governments, local partners, and communities, our ambition is to:

• eliminate HIV infections in children;
• reduce maternal and child mortality;
• advance healthy development of newborns and children;
• improve the health of women, their partners, and families;
• promote universal access to reproductive health and family planning;
• reduce stigma and discrimination;
• promote gender equality;
• support livelihood development for families and communities.
This is an exciting opportunity to join a growing team that will amplify the presence of mothers2mothers (m2m) in North America. Based in New York City, the Philanthropy & Partnerships Manager will maintain a personal portfolio of institutional and corporate relationships, serving as primary relationship manager and providing grant management for key existing corporate and foundations donors, as well as leading efforts to create a robust pipeline of new strategic partners to grow and diversify m2m’s revenue streams. The Philanthropy & Partnerships Manager will provide thought leadership on engaging new audiences to build models of growth for restricted and unrestricted funding, and strategic input to leverage global campaigns and opportunities. This role will require extensive collaboration with colleagues, and will report to the Acting North America Director.

Departmental Structure & Key Relationships

This role will report to the Acting North America Director and work closely with the US-based team including the Development Assistant, Development Officer, Institutional Giving Officer and Annual & Digital Fundraising Officer in New York, as well as the Co-Founder & Chief Connector and Communications team in Los Angeles. The role will also form a close working relationship with the m2mUK team in London and the m2m Head Office team in Cape Town.

Key relationships include:

Internal:

- Work closely with Head Office departments and Units, with a special focus on Business Development (BD), Communications, and Programmes and Technical Support.
- Close collaboration with m2m Europe colleagues, especially the Head of Development, Europe and as appropriate, the Global Development & Strategic Engagement Director.

External:

- Create and lead select new and existing partnership relationships (i.e., potential donors, partner organizations, industry representatives, and key individuals).
- Work closely with the Acting North America Director on select externally facing roles with donors, partners, and industry representatives.
- Develop, maintain, and enhance relevant external organisation stakeholders in support of achieving m2m’s short- and long-term goals.
Key Performance Areas

- Be a “hands on” fundraiser by managing a portfolio of key high value donors, and driving new business by creating strategic partnerships and identifying, approaching and securing income from new corporate and foundation sources.
- Maintain an active schedule of personal visits and initiate one-on-one engagement and solicitation opportunities with donors and new prospects.
- Engage prospects creatively and effectively based on their full net worth (e.g. expertise, network, and financial capacity), regularly opening up opportunities for m2m colleagues in North America and globally.
- Ensure the correct balance of retention of existing funders and new income generation.
- Work to and achieve financial and activity targets that have been set with the Acting North America Director, including developing and tracking revenue projections.
• Work closely with the Institutional Giving Officer and wider fundraising team to develop fruitful prospecting activities and undertake prospect research to ensure m2m is maximizing potential income and prioritizing and approaching opportunities appropriately.

• Develop and execute cultivation events in key markets, considering all aspects from strategy to follow up and liaising with the wider fundraising team where appropriate, with support from the Development Assistant.

• Engage colleagues across m2m entities and key external stakeholders in developing strategies to engage specific segments such as tech and pharma, and to support global approaches and relationships.

• Identify and cultivate cause-related marketing opportunities.

• Work closely with the European entity fundraising team to coordinate global pipelines and partnership development based on a global strategy and local implementation.

• Support select global and geographic-specific global campaigns and other tactics to increase unrestricted revenue, utilizing where possible matching donors and key corporate partners.

• Engage the CEO and other senior staff including the Chief Operating Officer, and Director of Business Development as appropriate in advancing prospect relationships, including planning and coordinating their cultivation, proposal and solicitation efforts.

• Ensure team’s maximum awareness of m2m’s programs and fundraising opportunities, including developing and keeping updated information on m2m services, projects and initiatives requiring funding.

• Develop and prepare high quality written materials, overseeing donor proposals, award submissions, and stewardship reporting.

• Ensure full and timely records of donor activity are kept in Salesforce.

• Carry out any other reasonable tasks assigned by the Acting North America Director.

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**Experiences and Competencies**

**Qualifications and Experience:**

• 3 – 5 years of relevant experience, including portfolio management and front line solicitation.

• Experienced in developing and progressing relationships with institutional and corporate donors.

• Experienced in growing a strong prospect pipeline and managing results.

• Proven track record of securing 5-6 figure donations from institutional and corporate donors, as well as upgrading their level of support.

• Experienced in organizing effective cultivation events.

• Knowledge of philanthropic motivations and current trends in major giving in North America and globally.

• Track record of meeting and exceeding performance expectations, and proactively using activity targets to monitor personal performance.

• Experienced in working in a complex international or global working environment, including working
remotely with other team members.

- IT literate including the use of Microsoft Office, Outlook, Skype, Sharepoint and donor databases (knowledge of Salesforce a plus).
- Excellent standards of customer care, and personal and work presentation.
- Bachelor’s degree or equivalent.

Competencies:

- An extrovert with a high level of emotional intelligence.
- Excellent interpersonal skills including diplomacy, discretion, persuasiveness, and the confidence to deal with a range of external audiences including those at a very senior level.
- Detail-oriented project manager, highly organized and adept at managing multiple concurrent activities with flawless execution.
- Ability to create highly persuasive, polished, concise communications for prospect and donor audiences.
- Results-oriented, self-motivated, collaboratively-focused, responsive, creative and enthusiastic.
- Proactive problem-solver with an ability to think creatively and critically, and to use own initiative.
- An adaptable team player who is willing to travel and is prepared to get involved in any task, big or small.
- The ability to thrive in a rapidly changing environment, plan and prioritize work effectively and meet deadlines.
- Passion for and commitment to the mission and goals of m2m.

Work Expectations

- There are times when longer hours and weekend working may be required.
- Potential for North American travel.
- Early mornings and late evenings to engage with staff working across ten time zones.
How to Apply

Interested candidates should submit cover letter, resume and salary expectations through https://www.m2m.org/careers/. Closing date of April 1, 2019.