Director of Partnerships

The director of partnership has a longstanding experience in research and understands the organisation’s ecosystem. S/he is able to deliver on the organisation’s research strategy to build a coherent stakeholder engagement strategy. S/he is responsible for expanding relations and the organisation’s geographic and thematic footprint, building on his/her networks and the organisation’s network. S/he is well connected in the industry – whether in academia, policy or practice – and understands the key concepts and trends that require evidence, data, and critical thinking. S/he will work closely with the Executive Directors and Directors to implement the research strategy and the focus on contribution to knowledge and to pushing the boundaries of research, between academic and action research.

Who We Are

Our research connects the voices of communities to changemakers for more inclusive societies. Samuel Hall is a social enterprise that conducts research and contributes to knowledge production in contexts of migration and displacement. Our approach is ethical, empirically grounded, academically rigorous, and based on first-hand experience of complex and fragile settings. We believe in partnerships at the center of how we do our research and how we convey its results – as we seek to push the boundaries of knowledge and critical thinking. With offices in Afghanistan, Germany, Kenya, Tunisia and the United Arab Emirates, we are based in the regions we study.

We have over ten years’ experience in 70+ countries and have become a trusted partner and leading voice in the field of migration and displacement research, working with, and challenging, governments, donors, multilateral organisations and NGOs, as well as public and private sector entities. It’s an exciting time for Samuel Hall – we were recently selected by Stanford University as one of the Global South’s high-potential, fast-growth social enterprises. For more information, please visit www.samuelhall.org.

WORK ENVIRONMENT: We work in a fast-paced, demanding, and challenging environment – we protect our independence and space for critical thinking. You will be expected to carve out your own spot in the team. We look for experienced, proactive, creative individuals who find opportunities to make their mark. We look for value driven and strong leaders and team-players to maximise our social impact and contribution to knowledge.

Roles & Responsibilities

**Partnership conceptualization and design**
- Manage two sub-units (1: partnership/proposal writing, 2: communications)
- Develop and pursue partnerships, proposals and grants for knowledge contribution and revenue generation
- Source and manage the necessary resources needed to further the partnership unit’s agenda (staff, finances, technology, clients among others) and the organisation’s agenda (including development targets)

**Partnership Building and management**
- Develop and refine the vision and strategy for partnerships with a range of organizations globally
- Define the scope and target focus for effective partnership building
- Set the pace and priority for the team to ensure the realization of the partnership vision
- Design and maintain internal quality assurance standards for proposal development and partnership management
- Inform partners of strategic goals and ensure timely response to key stakeholder’s interests and concerns

**Outreach and Expansion**
- Position Samuel Hall as a key thinker and player in the production of knowledge on migration contexts
- Critically contribute to the dissemination of materials and communications outputs (from writing to peer review)
- Expand Samuel Hall’s network – thematically and geographically, strengthening and identifying new opportunities through targeted efforts, prospects and partnerships
- Leverage the work of the researchers for impact, visibility and sustainability.
Opportunities for Growth
Working at Samuel Hall means that you are contributing to ground-breaking, innovative, and rigorous work that bridges research, implementation, and policy. Most of our training happens on the job, but as part of our investment in learning and development, everyone is encouraged to apply for up to five days of paid professional development leave and financial resources to enable them to acquire new skills and knowledge.

Vacancy Requirements
Required
- A higher education degree (masters or Ph.D) in a related field (education, law, statistics, international development, political science, education, migration studies, anthropology or other social sciences)
- Proven experience of research in contexts of migration and international development
- Proven network across academia, policy and practice on migration related issues
- Past experience specific to the North, East and Horn of Africa, Central/South Asia, and/or the Middle East
- Excellent English writing and proposal development skills
- Proven experience in managing and leading multi-country teams and projects
- Excellent verbal skills and ability to convey messages to a range of audiences
- Keen attention to detail
- Ability to be patient and to work well within a global team
- Ability to cope well under pressure

Preferred
- Language skills:
  - French
  - Arabic
  - Persian, Dari, Pashto and/or additional languages welcome

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<tr>
<th>Location</th>
<th>Nairobi or Remote</th>
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<td>Position</td>
<td>Director of Partnerships</td>
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| Contract duration     | Open-ended contract  
Six months trial period  
Three months notice period |
| Vacancy closure       | Open until filled |
| Email for submission  | careers@samuelhall.org |
| How to apply          | All applicants should send their  
- Cover letter including current or previous salary information  
- CV in separate PDF files  
- Each labeled: “CL/CV – Full name of Applicant”  
- Email subject line : “Name – Director of Partnerships”  
- Three samples of relevant work and three references should also be included. |

*Samuel Hall is an equal opportunities employer. Applicants who do not follow the required format will not be considered. Only selected applicants will be notified, and interviews are conducted on a rolling basis.*