

<https://jobs.eagmark.net/job/strategy-and-partnerships-analyst/>

Description

Founded in 2006, One Acre Fund supplies 1 million smallholder farmers with the agricultural services they need to make their farms vastly more productive. Our 8,000+ team is drawn from diverse backgrounds and professions. With operations across six core countries in Africa, we make farmers more prosperous by providing quality farm supplies on credit, delivered within walking distance of farmers' homes, and agricultural training to improve harvests. On average, the farmers we serve harvest 50 percent more food after working with One Acre Fund.

To learn more about our work, take a look at our [Why Work Here](#) blog for more information.

About the Role

One Acre Fund is growing fast: we aim to more than double in scale within the next five years. We are looking for a passionate professional with the analytic, project management, and stakeholder engagement skills to contribute to this growth in the Office of the Managing Director, where they will work on strategy, partnerships, board management, and fundraising.

Reporting to our Strategy and Partnerships Manager (SPM), you would own relationships with several key funding partners, while working closely with the SPM and Managing Director (MD) on a portfolio of strategic initiatives. You would serve as a thoughtful, reliable, analytic partner to the SPM and MD on a numbers of projects, including:

- Collaborate with the MD to steward relationships with our highest-value donors
- Work across the Business Development, M&E, Comms, and Finance teams to introduce new tools and systems to strengthen strategic and operational alignment
- Partner with the SPM and MD on thought leadership initiatives – pen think pieces; share One Acre Fund's work at conferences; etc.
- Engage with one or more of One Acre Fund's Boards of Directors. This includes developing materials to share strategic and operational updates; presenting during biannual meetings; maintaining consistent lines of communication; etc.
- Conduct strategic research to support departmental priorities
- Support the MD's work to manage One Acre Fund's US/Europe Office, including culture, DEI, and professional development of staff

This highly-trusted collaborator will have a line of sight in org-level strategic decision-making. Roughly half this team member's time will be devoted to managing funder partnerships, and half to the variety of strategic, thought leaderships, board management, research, and other analytic responsibilities mentioned above. This is a career-track position, with a two-year minimum. It offers multiple pathways to management based on performance and preference.

Responsibilities

- Effectively and reliably manage complex projects, including proactively setting project goals, mapping out detailed tasks, engaging with stakeholders, and driving towards defined outcomes
- Engage in clear, effective written and verbal engagement with funders and

Strategy and Partnerships Analyst

Hiring organization

One Acre Fund

Employment Type

Full-time

Industry

Agriculture

Job Location

New York, Washington DC, USA or Remote, Eastern Time Zone

Valid through

13.07.2023

other external stakeholders

- Synthesize clear takeaways from complex information and data sources to create quality deliverables, including written reports/proposals and presentation decks
- Conduct strategic research to identify and assess potential new partners for One Acre Fund
- Proactively own and improve replicable tasks required to maintain positive partnerships

Qualifications

- Minimum of Bachelor's degree
- Minimum 2+ years of professional experience
- Demonstrated experience managing complex projects from start to finish, with a high degree of accountability
- Experience with direct stakeholder management
- Exceptional communication skills
- Experience with strategic research projects
- Strong quantitative analysis skills, with experience in financial modeling and impact analysis a strong plus
- Strong fluency in Microsoft and Google applications
- Genuine commitment to rural communities. You are passionate about providing opportunity to the hardest-working farmers on the planet.

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