



Senior Manager, Strategic Partnership Development – Lazos de Agua Program, Latin America
One Year - Full-time contract position with possibility of extension
Location: Latin America or United States

The One Drop Foundation doesn't just offer you a job; we invite you to be part of something extraordinary. We're looking for people who are not only motivated by their career aspirations, but also passionate about making a significant impact on the world.

Would you like to join a Foundation recognized for its mission and impact around the world?
Welcome to the ONE DROP Foundation!

The ONE DROP Foundation is looking for a Senior Manager, Strategic Partnership Development - Lazos de Agua Program, Latin America to contribute to the development, funding and partner stewardship for the Lazos de Agua program in Latin America. The senior Manager, Strategic Partnership Development is responsible for developing and implementing various strategies to develop new alliances and strategic corporate and philanthropic partnerships in order to increase funding for the Lazos de Agua program in Latin America and maintain close relations with current and new donors and partners.

Why choose us?

At One Drop, we unite people and empower communities to solve the water and climate crisis through innovative, sustainable actions. Channeling the creative spirit of Cirque du Soleil, we rally local and international changemakers to raise funds and co-create solutions that drive life-changing projects worldwide.

Together, since 2007, we have transformed the lives of nearly 3 million people in Latin America, India, Africa, and among Indigenous communities in Canada. Join us in turning water into action and creating a sustainable future with safe water for all. To learn more, visit our website onedrop.org

Our Team

Such an ambitious mission calls for extraordinary actions by exceptional people. Paving the way into uncharted and inspiring territory, our people seek to turn the challenges they face into opportunities. Are you one of these leaders? Do your energy, passion, and determination motivate and inspire those around you? Then come join our team of exceptional humans!

LAZOS de AGUA

The Lazos de Agua Program is an innovative initiative that seeks to improve the quality of life of one million people in 10 countries in the Latin American region by providing or improving sustainable access to water, sanitation and hygiene, thus contributing to the region's socio-economic development. The Program is implemented based on the *A·B·C for Sustainability*TM model and the *Social Art for Behavior Change*TM (SABC) approach, both from the One Drop Foundation, and promotes the active participation of communities, governments, implementing partners, sector experts, social artists and diverse local actors, facilitating the sustainability of systems and the empowerment of communities. To date, participants and other Lazos de Agua stakeholders have strengthened their capacities under the three components of the model: Access, Behavior change and Capital.



By December 2022, the Lazos de Agua Program has facilitated sustainable access to water and/or sanitation and hygiene services and fostered behavior change through social art interventions for more than 235,000 people in Colombia, Guatemala, Mexico, Nicaragua and Paraguay.

The Lazos de Agua Program is made possible by the One Drop Foundation, the Inter-American Development Bank (IDB), the Femsa Foundation and the Coca-Cola Foundation.

Main responsibilities

Contributing to the success of Lazos de Agua, reporting to the Senior Director of Strategic Partnerships and Government Relations, the Senior Manager, Strategic Partnership Development will be responsible to:

- Lead the development of strategic proposals that offer a return on investment to build new corporate and philanthropic alliances for Lazos de Agua
- Solicite, cultivate and steward corporate and philanthropic partnerships to foster collective impact
- Develop regular revenue forecasts within appropriate timeframes
- With the support of the Advisor, Strategic Programs and Partnerships, identify and qualify potential partner development opportunities for Lazos de Agua, with a focus on ESG and corporate sustainability
- Ensure the implementation of best management practices and maintain an up-to-date database of potential partners and donors
- Where required, steward donors through activities and strategies designed to recognize and appreciate their contributions, keep them informed of the impact of their support and cultivate long-term relationships
- Lead content development with the support of the Advisor, Strategic Partnership Communications, Programs Team and the Finance Team to facilitate the writing of pitches and technical proposals for the Lazos de Agua - Latin America program
- Collaborate with the Events and Marketing team to identify and build proposals that maximize the marketing and branding potential of The One Drop Foundation and Lazos de Agua in association with its partners
- In collaboration with project managers, facilitate the signing of the contribution agreement or any other commitment between the partner-donor and Lazos de Agua
- Participate in the development of first drafts of agreements and collaboration protocols and take part in the negotiations leading up to their signature
- As needed, participate in various committees/summits/conferences to create and develop new partnerships and networks
- Other relevant tasks

Your experience

- Minimum of 5 to 7 years' experience in the fundraising and development sector, including the development of brand and social impact partnerships, charitable events and major gifts
- Experience or keen interest in working for organizations with a social mission



Your Skills

- University degree in administration or a relevant discipline, a post-graduate diploma will be considered an asset. Any other combination of education and relevant experience will be considered.
- Good knowledge of CSR and ESG strategies and their implementation context for corporations
- Excellent knowledge of the territory, regional realities (Latin America) and business development, marketing and branding issues
- Good knowledge of international development issues, particularly in the fields of water, sanitation, hygiene and climate change
- Knowledge of Windows and the Microsoft Office software suite
- Excellent public relations skills
- Excellent command of written and spoken Spanish and English
- Proven budget management skills
- Knowledge of Salesforce an asset

Your talents

- Strategic skills for developing new networks and retaining existing alliances
- Strategic skills, strong interpersonal skills and proven ability to establish and nurture long-term relationships with diverse stakeholders
- Strong writing skills and proven ability to develop compelling proposals for potential partners
- Strong conceptual analytical skills
- Entrepreneurial mindset

Good to know

- This position is 100% remote and based in Latin America or the United States
- One-year contract with possibility of extension
- When possible and/or as required, this position involves travel within the Americas (less than 10%-15% of the time)

We are looking for a person who shares our values

- Creative, resourceful, dynamic and motivated
- Proactive, flexible, leadership and initiative
- Results-oriented, with great attention to detail
- Autonomous, excellent organizational skills, ability to work under pressure with multiple priorities
- Excellent understanding of and commitment to confidentiality
- Superior organizational and planning skills
- Ability to effectively manage priorities and multiple files at once
- Ability to meet tight deadlines and work in a fast-paced environment
- Fabulous interpersonal and intercultural skills that translate into cultivating excellent relationships with a wide variety of stakeholders

The One Drop Foundation is committed to ensuring a diverse and inclusive workplace that offers equal opportunities to all. We make every effort to attract and retain the best candidates, regardless of age, skin color, origin, religion, sex, gender, sexual orientation, gender identity or



any other characteristic. It is based on the principle that everyone benefits from a welcoming and diverse workplace.

To apply, send your CV and cover letter to contact@ONEDROP.org

Thank you to all applicants. Only selected candidates will be contacted.