

## Global Alliance for Improved Nutrition

<b>Job title:</b>	External Engagement Manager
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<b>Classification:</b>	C5 – Manager	<b>Direct reports:</b>	1 - 5
<b>Work location</b>	Maputo, Mozambique	<b>Travel required:</b>	30%

The Global Alliance for Improved Nutrition (GAIN) is a Swiss-based foundation launched at the UN in 2002 to tackle the human suffering caused by malnutrition. Working with both governments and businesses, we aim to transform food systems so that they deliver more nutritious food for all people. In particular, we aim to make healthier food choices more desirable, more available, and more affordable. GAIN's mission is to advance nutrition outcomes by improving consumption of nutritious and safe food for all people, especially the most vulnerable to malnutrition.

DESCRIPTION
<p><b>Overall purpose</b></p> <p>The External Engagement Manager role is a key managerial role in GAIN Mozambique's leadership team. Alongside the Country Director, the External Engagement Manager will be responsible for fundraising, projects design, donor reporting, developing and implementing GAIN government and external outreach strategy to create awareness of GAIN's work in Mozambique.</p> <p>The External Engagement Manager is also responsible for understanding and tracking in-country external risks and developing mitigations for these. Some of the role will also involve working with our communications team to develop high quality business cases. The role rewards exceptional understanding of local and national government in Mozambique, a highly autonomous work style, and the ability to develop strategically advantageous relationships.</p>
<p><b>Tasks and responsibilities</b></p> <p><b>Program Management</b></p> <ul style="list-style-type: none"> <li>• Conceptualize and design projects in coordination with the Head of Programs</li> <li>• Develop, coordinate, and supervise execution of the External engagement communications strategy in Mozambique and the activities organized across online and offline channels in alignment with GAIN's priorities, corporate communications and country needs</li> <li>• Create an External engagement communications strategy to enable cultivate meaningful relationships with targeted, high-level external audiences for the purpose of building country partnerships, expanding financial support and adding to global discussion on government capacity and leadership.</li> <li>• Develop and implement an integrated marketing / branding strategy that fully aligns with and strengthen GAIN Mozambique's reputation and country program expansion efforts, with targeted outreach</li> <li>• Assisting with renewal of the organization licenses and permissions to operate in country</li> </ul> <p><b>Resource Mobilization</b></p> <ul style="list-style-type: none"> <li>• Work with the relevant GAIN programs teams and Development Office to finalize GAIN Mozambique's resource mobilization strategy, with a focus on governments, corporations, and other identifiable donors</li> <li>• Be responsible for the execution of resource mobilization activities, including proposals, relationship</li> </ul>

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- management with current and prospective donors
- Ensure resource mobilization strategy is closely coordinated with GAIN's communications activities

### **Stakeholder Management**

- Develop relationships with national and local government officials to improve GAIN's cooperation with the government and build allies and champions for GAIN.
- Track priority and health of the organization relationships and proactively design new strategies to improve our engagement with stakeholders.
- Represent GAIN at national events and meetings at the national and local level.
- Support GAIN's expansion into new areas through securing national and local government approvals.
- Manage internal and external communication on sensitive issues relating to our programs.

### **Manage complex discussions with national and local government officials.**

- Develop concise reports for national and local government officials.
- Ensure reporting to government partners and communicate important issues and recommendations from the government to GAIN and vice - versa.
- Provide support to field teams that guarantees adherence to national and local government guidance and protocols.
- Identify possible future risks and areas of non-alignment and work with different teams to implement preventative actions.

### **External and Media Relations**

- Craft external media or government-facing talking points and messaging for various GAIN projects.
- Develop strong relationships with key members of the local and national Mozambican media.
- Source story ideas from across GAIN projects and translate them into compelling and effective content for media pitches.
- Serve as a liaison between the communications team in headquarter and local program team, both proactively and reactively (i.e. regular calls and document sharing with the Comms team, as well as being the primary point of contact if an incident should occur which requires media outreach).
- Work closely with the program manager to monitor stakeholders' relations risks and provide mitigation alternatives that cushion GAIN from reputational and existential risks

### **Stakeholder Outreach and Community Partner Management**

- Monitor social media and online media data to ensure that the right messaging around the organization is being delivered. Liaise with the leadership team on any risks flagged that have program or Government relations risk
- Liaise with stakeholders and partner organizations, effectively owning routine dialogue on behalf of the Country Director
- Identify events, meetings and conferences that offer opportunities for networking and external engagement

### **Key organisational relationships**

- GAIN Mozambique Country Director, Head of Operations and with Head of Programs
- Policy and external Relations and Knowledge Leadership
- Communication Associates
- Business Partnership Advisor
- External engagement Associate

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JOB REQUIREMENTS
<p><b>Competencies</b></p> <ul style="list-style-type: none"> <li>• Exceptional management consulting and/or project management track record at a high-performing organization</li> <li>• Strong operational acumen (including the ability to rapidly get up-to-speed on GAIN country business plan) &amp; penchant for problem-solving in contexts with a limited pre-existing playbook</li> <li>• Deep ownership and problem-solving mindset</li> <li>• Strong alignment with GAIN values</li> <li>• A team player with strong leadership, interpersonal skills and professional experience.</li> <li>• Excellent representational and public speaking skills</li> <li>• Exceptional communication, organizational, and analytical skills</li> <li>• Strong writing skills with the ability to produce media content tailored to a wide range of audiences</li> <li>• Excellent project coordination, strategic planning, management, influencing and negotiation skills</li> <li>• Demonstrates initiative, prioritizes, and multi-task well under pressure to meet deadlines</li> <li>• Clear and systematic thinking that demonstrates good judgment and creativity.</li> <li>• Ability to build and foster long-term partnerships</li> <li>• Digital media skills (including use of social media)</li> <li>• Computer literate with excellent MS Office, excel and PowerPoint skills</li> <li>• Passion for creative storytelling and new ideas with examples to showcase these</li> </ul>
<p><b>Experience</b></p> <ul style="list-style-type: none"> <li>• Strong communications professional, with substantive experience in, and a track record of, strategic external engagement and communications in the development, private and/or public sector, including experience in Mozambique</li> <li>• Demonstrated success in a high-performance work environment</li> <li>• Strong interest in advancing the values and mission of GAIN</li> <li>• Experience and/or understanding of project/program design work is preferable</li> <li>• Experience in working with different stakeholders from business, national and local government, donors, partners and others.</li> <li>• Demonstrable of resource mobilization including preparing reports and proposal writing</li> <li>• Experience in delivering donor-funded programs (desirable)</li> <li>• Experience in a global, multicultural organization (desirable)</li> <li>• Experience in project design and comms, Programme management</li> <li>• Experience in raising funds (resource)</li> <li>• Stakeholder management exp</li> </ul>
<p><b>Education</b></p> <ul style="list-style-type: none"> <li>• Degree in Project Management, External relations, Communications, Legal and or equivalent work experience</li> </ul>
<p><b>Other requirements</b></p> <ul style="list-style-type: none"> <li>• Excellent command of written and spoken English and Portuguese</li> </ul>

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### WHAT GAIN OFFERS

- Flexible working hours
- Friendly working environment
- Professional development opportunities