

## Role description for Visa Post B1 Partnership Development Director

INF's vision is 'life in all its fullness for Nepal's poor and disadvantaged people and communities'. For 63 years we've been serving Nepal's poor through Christ-centred health and development work. We believe that God has given us a clear and ambitious vision for our future work.

We are entering a significant time of growth and development within INF. We plan to:

- Develop the physical infrastructure of our hospital and clinics; with new buildings and state of the art equipment and technology.
- Widen and deepen the skills base of our staff, through recruitment and staff development
- Develop our expertise and services in new technical areas where there is currently little or no provision in Nepal (including Palliative Care, Mental Health, Occupational Therapy, IT for health and development etc.)

Realising this vision will require us to find significant new resources; financial, prayer, technical and human.

We believe that there are organisations and individuals around the world who would be excited by our vision and keen to partner with us to resource our work. We are looking for someone with proven business development experience who can help INF to develop these vital new partnership.

Candidates must be proficient in the English language. Language and Orientation Training is provided for expatriate workers, differing in length depending on the duration of their assignments.

<b>Title</b>	INF Development Director	<b>Department</b>	INF/I Nepal Country Office (NCO)
<b>Location</b>	Kathmandu / Pokhara and travel throughout Nepal.	<b>Reports to</b>	INF/I International Director
<b>Reason for Post</b>	To help INF develop effective new international partnerships to resource our work.		
<b>Job Summary</b>	Develop effective new international partnerships to resource INF's work.		
<b>Impacts</b>	Significant new financial, spiritual, technical and human resources available to support INF's work.		
<b>Main duties</b>	<ul style="list-style-type: none"> <li>• <b>Develop funding and other supportive partnerships that will release financial, spiritual, technical and human resources for our work (65%).</b> You will work closely with the International Director and other senior INF leaders to research and develop a clear strategy for this – but likely elements focus areas are as follows:  We currently receive very little support for our work from North America and see the USA and Canada as key focus areas. We have registered INF in both the US and Canada and have small local boards and a supporter database. You'll work with both boards to develop effective strategies for finding and connecting with new partners.  We believe that there are significant opportunities for new partnerships in Asia, particularly in Malaysia, South Korea, Hong Kong and Singapore.</li> </ul>		

	<p>There are significant untapped opportunities to develop new partnerships with INGOs who already have a presence in Nepal. You'll work closely with INF's senior leaders in Nepal to help us connect with them.</p> <p>Most of our current partners are based in Europe, Australia and New Zealand. There is scope to develop existing and new partnerships in these areas. We have active INF organisations in the UK, Australia and New Zealand so your focus is likely to be on other countries, but there may be opportunities to support these organisations with their partnership development work.</p> <ul style="list-style-type: none"> <li>• <b>Lead and develop INF International's technical advisor team (25%).</b> While most expatriate colleagues work in INF Nepal, we have a small number working under INF International as technical advisors in health and community development. This team works in medical fields that are under-developed in Nepal and in integral mission, providing advice to a range of partners, including INF Nepal. Your responsibilities will include: <ul style="list-style-type: none"> <li>- Leading, managing and supporting this small staff team, including helping them to develop effective strategies and plans and maximise synergy with the work of INF Nepal.</li> <li>- Supporting the team to access funding for its work.</li> <li>- Guiding any future development of this work.</li> </ul> </li> <li>• <b>Support other INF directors (10%).</b> You'll contribute to INF's thinking, strategy development and planning, working closely with other senior staff to help us achieve our vision. You'll bring spiritual leadership to this role, ensuring that INF's work and values are Christ-centred.</li> </ul>	
<p><b>Qualification/Training/Person specification</b></p>	<ul style="list-style-type: none"> <li>• Masters level in a relevant subject with at least 2 years experience in international organisational development.</li> <li>• An excellent knowledge of the English language.</li> </ul>	
	<p><b>Essential</b></p> <ul style="list-style-type: none"> <li>• Strong personal ownership of INF's vision, mission and values</li> <li>• Proven business and partnership-development skills.</li> <li>• A team player with excellent networking and people skills.</li> <li>• Able to think creatively and strategically</li> <li>• Strong written and verbal presentation skills.</li> <li>• Able to thrive in a dynamic cross cultural context.</li> </ul>	<p><b>Desirable</b></p> <ul style="list-style-type: none"> <li>• Mission / development experience</li> <li>• Good connections in international health and community development networks</li> <li>• Fundraising / sales experience</li> <li>• Project design and management experience.</li> </ul>
<p><b>Developed/Revised</b></p>	<p>Jan 2017</p>	

A full job description will be agreed with the applicant.

For more information about the role contact: [recruitment@inf.org](mailto:recruitment@inf.org)