

MILLAR CAMERON

GEAPP
PARTNERSHIPS DIRECTOR
(AFRICA)

PEOPLE . PASSION . PERSISTENCE

ABOUT GEAPP

The Global Energy Alliance for People and Planet (the alliance) launched on November 2, 2021, at COP26 with 10 billion USD of committed capital to accelerate investment in green energy transitions and renewable energy solutions in developing and emerging economies. This historic partnership leverages catalytic grant funding to unlock investment capital with the aim of mobilizing public and private capital

to reach one billion people with reliable, renewable power; avoid and avert four billion tons of carbon emissions; and create, enable, or support more than 150 million jobs and drive economic growth over the next decade. The alliance serves as a platform for collaborative action and provides grant funding, technical assistance, and a range of financing options.





PARTNERS

Anchor Partners

Anchor partners provide the Alliance with base grant capital, help set the strategic vision, and ensure the Alliance is able to consistently deliver against their goals.

Anchor Partners include: The Rockefeller Foundation, Ikea Foundation, Bezos Earth Fund.

Investment Partners

Financing institutions that catalyze & accelerate projects and amplify the Alliance's highly valuable, but limited philanthropic capital with their leverage.

Investment Partners include: The World Bank, International Finance Corporation, Inter-American Development Bank, African Development Bank, European Investment Bank, African Development Bank, British International Investments, US International Development Finance Corporation.

Delivery Partners

Expert agencies deployed in combination, that bring outstanding and distinctive technical capabilities and local expertise to the interventions funded and coordinated by the Alliance.

Delivery Partners include: COP26 Energy Transition Council, Power Africa, International Renewable Energy Authority, International Solar Alliance, Rocky Mountain Institute, Sustainable Energy for All.

A nighttime photograph of the Nairobi skyline. In the foreground, a large, multi-story building with a grid-like facade is illuminated from within. Behind it, several other high-rise buildings are visible, including a prominent one with a tall antenna on top. The city lights are reflected in the dark sky, and some greenery is visible at the bottom of the frame.

PARTNERSHIPS DIRECTOR *GEAPP*

THE LOCATION:

NAIROBI, KENYA

THIS ROLE WILL REQUIRE FREQUENT
INTERNATIONAL TRAVEL



PARTNERSHIPS DIRECTOR GEAPP

THE ROLE: PARTNERSHIPS DIRECTOR

MAIN RESPONSIBILITIES:

The alliance's Partnerships Team, under the leadership of the Executive Director for Africa and the Chief Partnerships and Advocacy Officer (CPAO), is integral to scoping, building, and maintaining a range of partnerships and high-level engagements that underpin the sustainability and external influence of the alliance.

As a member of the Partnerships and Advocacy Team, the Partnerships Director

(Africa) supports cross-functional teamwork and the Executive Director for Africa to align a world-class consortium of partners and stakeholders towards a radically collaborative approach to just energy transitions in low- and middle-income countries. Working directly with the Executive Director for Africa the incumbent will contribute to executing on a bespoke partnership construct across the alliance's targeted market of Africa. The incumbent will also manage an emerging

partnerships portfolio and support the design and execution of significant partner convenings and dialogues that amplify the vision and aims of alliance.

The Partnerships Director (Africa) is an enterprising, creative leader and team player with experience deftly managing high-profile interactions and strategic projects with global impact.

TITLE:

PARTNERSHIPS DIRECTOR (AFRICA)

REPORTING TO:

**EXECUTIVE DIRECTOR FOR AFRICA
CHIEF PARTNERSHIP & ADVOCACY
OFFICER**

LOCATION:

NAIROBI, KENYA

TRAVEL:

**FREQUENT INTERNATIONAL TRAVEL
WILL BE REQUIRED**

THE ROLE: PARTNERSHIPS DIRECTOR

DIMENSIONS OF THE ROLE:

- In partnership with the Executive Director for Africa, support a comprehensive approach to strategic partnerships, identifying committed collaborators that build long-term sustainability and influence of the alliance
- Landscape prospective funding and co-investment partners (philanthropies, national donors, private investors, international financial institutions, national leaders, and social sector partners)
- Assist in expanding the alliance's network of influential validators, decision-makers, and institutional leaders while building its reputation
- Design and implement effective stewardship and cultivation activities, representing the alliance in high-profile external events to amplify the voice, reach, thought leadership, and partnership base
- Manage outreach and strategic partnership development processes, proposing modalities (e.g., MOUs, letters of collaboration, grants, and contracts) to advance shared aims
- Support regional hubs to develop effective partnership arrangements with key national stakeholders
- Prepare briefing memos for the Executive Director for Africa and other principals for meetings with prospective partners and stakeholders
- Collaborate with the Executive Director for Africa and the communications lead to identify critical moments and appropriate global, regional, and national forums to ensure that the alliance is appropriately represented as the world's leading advocacy platform for renewable energy and energy transitions
- Manage a portfolio of partnership activities and events to activate global knowledge and curate alliance contributions to addressing Sustainable Development Goals 7 and 13
- Work seamlessly across alliance teams to gather intelligence and identify strategic needs that advance the Partnerships portfolio aims
- Effectively utilizes and champions alliance's use of CRM and project management tools (e.g., Salesforce, Monday.com, Gantt charts) to manage multiple projects including tracking intelligence, relationships, resourcing, meeting debriefs, status reports, and deliverables
- Leads special projects as directed by the Executive Director for Africa and the Chief Partnership & Advocacy Officer

SKILLS AND EXPERIENCE:

To apply for this role, please ensure that you have the following education, skills and experience:

- Advanced degree is preferred; concentration in international affairs, communications, business administration/development or related field is preferred
- Minimum of 7-10 years' experience in complex, fast-paced, and highly professional roles in global organizations with multiple offices preferred
- Proficiency in Spanish or French is a plus
- Proven leadership managing global partnership efforts and diplomacy experience with key stakeholders: national government, multinational organization, philanthropic, and private sector partners
- Self-starter and possesses a strategic, entrepreneurial, and highly collaborative mindset in a fast-paced, matrixed environment
- Demonstrated proactive problem-solving skills with strong decision-making capability
- Superb execution and organization skills and demonstrated experience prioritizing and executing multiple priorities seamlessly with excellent attention to detail
- Demonstrated effectiveness as an inspirational and collaborative leader
- and team player committed to team development
- Able to effectively communicate complex findings to decision makers, policymakers, and non-experts, including the media
- Excellent interpersonal, written, and verbal communication skills and effective in developing positive and productive relationships across all levels of the organization and with external interlocutors
- Shared values and dedication to diversity, equity, and inclusion
- Ability to travel

Please send your CV and contact details to Tom Jeffes or Silvia Tikani who will contact you to discuss your application in more detail.



Contact: Tom Jeffes

Email: tom.jeffes@millarcameron.com

Phone: +44 2038 000 304



Contact: Silvia Tikani

Email: silvia.tikani@millarcameron.com

Phone: + 254 702 214 933

QUALIFICATIONS AND COMPETENCIES:

- **Partnership and Relationship Building:** Strong professional presence, established networks and viewed as a key representative of the alliance; has intercultural knowledge and appreciation; and possesses strong strategic partnership building skills; demonstrated ability to build and drive results-oriented partnerships with other complex organizations
- **Communication:** Excellent interpersonal abilities including strong listening, writing, and verbal skills; demonstrates assertiveness and effectiveness in presenting their ideas to a variety of internal and external audiences and for multiple and diverse purposes
- **Decision-Making:** Ability to evaluate risks and opportunities; uses analytical and problem-solving skills; takes initiative and drives for results; can prioritize their own work and the work of others and understands how their work fits into the overall mission, strategy, and objectives of the alliance
- **Execution:** Commendable project management skills; manages their own time well and provides the necessary guidance and direction to others that allows them to successfully meet deadlines; has a sense of urgency and takes responsibility for their work
- **Integration:** Accesses functional and substantive expertise organizationally and accomplishes their work with inclusiveness and collaboration
- **Leadership:** Thinks innovatively and creatively about their work, has strong negotiation skills which enable them to work effectively and efficiently across a large amount of work, people, and all internal and external constituencies and demonstrates accountability for their work
- **Strategic Ability:** Anticipates future opportunities and consequences, demonstrates an innovative and flexible approach to work, and can organize chaos into a coherent plan and implement it well
- **People Management:** Superior skills to collaborate within and across teams and employs a utility infielder approach to matrixed team execution
- **Diversity, Equity, and Inclusion:** Committed to the mission of the alliance, and to inclusion, equity, and diversity in every aspect of your work, and to challenging conventional wisdom through evidence, reason, and amplifying dissenting, unconventional, and marginalized voices

The Rockefeller Foundation will establish The Global Energy Alliance for People and Planet in the Foundation's public charity, RF Catalytic Capital, Inc. (RFCC), until the alliance transitions to an independent entity. This position will begin at The Rockefeller Foundation and may be transferred or assigned to The Global Energy Alliance for People and Planet. Such transfer or assignment, if at all, would in all aspects be subject to the Foundation's sole discretion.

A photograph of three professionals, two men and one woman, wearing white lab coats and white hard hats with yellow safety glasses. They are gathered around a large, unrolled architectural plan or map, looking intently at it. The man on the left is pointing at a specific area on the plan. The woman on the right is also looking at the plan. The background is a blurred green landscape, suggesting an outdoor setting. The overall tone is professional and collaborative.

WHO ARE MILLAR CAMERON

FINDING THE PEOPLE WHO MAKE THE DIFFERENCE

A SEAMLESS JOURNEY

Founded in 2007, Millar Cameron is an executive and professional search consultancy that focuses on Africa and other emerging markets.

Our goal is to provide client-centric, tailored executive search, recruitment and strategic advisory. Our international reach paired with local market knowledge enables us to provide our clients outstanding leaders who deliver consistent results, irrespective of geography.

We employ a rigorous research driven search process to identify the best fit for our clients, taking into account both hard and soft skill sets.

Our extensive experience yields a robust approach to market intelligence and a longstanding network of global relationships.

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OXFORD

LONDON

NAIROBI