DIRECTOR OF PARTNERSHIP DEVELOPMENT

Appointment Brief
November 2016
Thank you for your interest in the International Budget Partnership (IBP). Founded in 1997, we are an independent, non-profit organization headquartered in Washington, D.C, with offices in India, Kenya, and South Africa and staff in Egypt, Brazil, and the U.K.

IBP is a significant actor in shaping the fiscal transparency and accountability field. We work with non-profit organizations around the world to ensure that public budgets are open to public engagement and are used to transform the lives of poor and marginalized communities. Our respected network now consists of civil society organizations in over 115 countries that are at the forefront of the most pioneering work in the sector on budget policy making, monitoring, and accountability.

We work with social movements and grassroots organizations, a wide range of networks, and individual think and think-and-do tanks. These dynamic partnerships enable us to provide long-term support to organizational development, leverage training and research around the world, understand needs on the ground, collect timely data, and aggregate and activate the civil society voice at the local, national, and global level.

With democracies around the world under severe threat, we are now at a pivotal moment in our organization’s development and are seeking to strengthen the impact of our work still further with the appointment of a Director of Partnership Development. The new Director will join IBP at a time when we are reviewing our next five year strategy and will play a key role in shaping the vision and direction of the organization in collaboration with senior colleagues, as well as developing and building a motivated team.

This is an exceptional opportunity to be part of driving real change and transforming people’s lives in a newly created position. To succeed in the role, you will have experience of developing, implementing and managing innovative and impactful programs on governance, ideally across countries and regions, together with experience of civil society advocacy initiatives. With your track record of generating income from a diverse range of sources, you will additionally bring sound leadership abilities and exceptional communication and relationship building skills at all levels.

If you have a passion for true transparency and accountability and think you have what it takes to be part of leading our work to even greater scale, then we would be delighted to hear from you.

Warren Krafchik
Executive Director
The International Budget Partnership (www.internationalbudget.org) works to ensure that government budget systems are more transparent and accountable to the public and thereby more responsive to the needs of the poor. IBP focuses on government budgets because they are at the core of development; they are the government’s most powerful tool to improve the lives of poor and marginalized people. Whether it’s about health, education, or pensions, the most well-meaning public policy has little impact until it is matched with sufficient public resources, and those resources are used effectively to provide public services.

But budgets are complex and often shrouded in secrecy, resulting in poor policy choices and squandering of scarce public resources. Thus it is vital that in every country there is at least one organization that has deep knowledge of the budget and specializes in producing timely, useful, and accurate information on the impact of the budget on poor communities. Civil society organizations doing such work help ensure that there is open debate on the use of public resources and the trade-offs the country faces in meeting the needs of its people.
Leading the field for nearly 20 years, IBP has taken on the challenge of making public finance systems worldwide more transparent and accountable by:

- strengthening and building civil society institutions in countries around the world
- collaborating with civil society partners and other accountability actors within countries to achieve tangible improvements in how public money is collected and spent on delivering critical public services
- producing research and analysis on country budget systems, processes, and policies and the impact of civil society engagement in budgeting
- engaging international and country stakeholders to promote improved budget systems, practices, policies, and outcomes

Since its inception in 1997, IBP has grown tremendously in scope and impact.

- IBP research on open budgets has received widespread international acclaim and acceptance, significantly influencing budget processes worldwide
- IBP is the leading trainer of civil society groups that do budget work
- In a growing number of countries deep IBP engagement is helping to ensure that public resources are used more effectively to fight poverty and promote equitable and sustainable development
- IBP is substantially increasing the body of research on transparent and accountable budgeting and civil society budget work
- IBP is helping transform attitudes on the role of civil society and budget work
INTRODUCTION

OUR IMPACT

IBP and its civil society partners contribute to reforms in how governments around the world manage public funds so that:

- budget processes (how budgets are proposed, debated, implemented, and evaluated) are more transparent and open to public input
- budget policies (who will pay what taxes, or how much money will go to specific programs) effectively address the needs of the poor and marginalized
- budget rules, regulations, and institutions are stronger and better able to resist corruption and mismanagement and ensure more effective and efficient use of public resources
The impact of IBP’s collaboration with civil society in countries has been significant. For instance, in India the IBP partner National Campaign for Dalit Human Rights used budget analysis to discover that the government had shifted around US$150 million from services for the Dalit community — (one of the poorest and most discriminated against groups in the country) to finance stadiums and such for the 2010 Commonwealth Games.

Armed with this evidence, NCDHR was able to generate enough pressure through media and mass mobilization to force the government to repay the diverted money, resulting in critical services for India’s nearly 200 million Dalits.

In South Africa, the IBP partner organization Treatment Action Campaign used budget analysis to prove in court that the government, despite its repeated claims to the contrary, had sufficient funds in the current health budget to provide anti-retroviral treatment to all South Africans infected with HIV/AIDS. The government was ordered to begin providing treatment, and now an additional 1.6 million South Africans are receiving these life-saving medicines.

To find out more about our impact, please follow this link to view our case studies: http://www.internationalbudget.org/data-evidence/case-studies/
LOCATIONS AND FINANCES

IBP’s headquarters is in Washington, DC, and it has offices in India, Kenya, and South Africa and staff in Egypt, Brazil, and the U.K. Funding for IBP comes primarily from private foundations, including the Ford Foundation, the Open Society Institute, the Flora and William Hewlett Foundation, and the Bill & Melinda Gates Foundation, as well as some bilateral development agencies, such as the UK Department for International Development.

**DIRECTOR OF PARTNERSHIP DEVELOPMENT**

**Reports to:** Executive Director  
**Supervises:**  
- Director of Country Strategies  
- Manager of Training  
- Technical Assistance, and Networking  
**Status:** Full-time  
**Location:** Washington D.C./Flexible  
**Travel:** Up to 25%
JOB PURPOSE AND SUMMARY

The Director of Partnership Development is responsible for helping to develop IBP’s vision with senior colleagues to support civil society capacity to influence and monitor public budgeting.

The incumbent will oversee this work, including IBP’s focused interventions in priority countries, as well as its efforts to provide cutting edge capacity building and support through peer engagement to the growing community of independent organizations focused on budget monitoring. They will also be responsible for raising funds for IBP’s work from bi-lateral and other donors in collaboration with colleagues.
LEADERSHIP & STAFF DEVELOPMENT

- Provides inspirational leadership across IBP as part of the Executive Leadership Team
- Participates as an active member of the IBP’s Executive Leadership Team overseeing the general management of the organization, and of IBP’s Strategic Management Team developing the strategic approach.
- Provides positive and enabling leadership and management to all direct reports and leads the establishment and functioning of a high performing, motivated and innovative team; identifies career development and succession planning strategies and contributes to the team’s professional growth and development.

PROGRAM MANAGEMENT

- Leads IBP’s work to build independent civil society organizations with the ability to monitor and influence budget processes and policies in developing countries.
- Helps conceptualize, raise resources, and collaborates with the team in developing strategic plans and priorities for IBP’s planned work in focus countries.
- Ensures country strategies are flexible and adaptive to country context, and aligned with the overall vision of the organization.
- Oversees efforts to broaden a dynamic international peer learning network of institutions, and deepen the engagement of members.
- Oversees the implementation of IBP’s overall strategy to build civil society organizations, working closely with the Strategy and Learning team to track impact. Facilitates, over time, the complementarity between IBP’s work in focus countries and its efforts to build capacity in the wider international budget community.
- Leads with senior colleagues in designing and supporting the implementation of IBP’s new grant making and technical assistance project that will roll out in a select number of focus countries in Africa, Asia, and possibly Latin America.
- Supports, with senior colleagues, IBP efforts to provide innovative capacity building to civil society budget groups
- Supports identification of the resources required for the implementation of program priorities for the team, negotiates and monitors these annual budgets
• Oversees the implementation of grants and awards to IBP for work falling within the priorities of the team, supports senior colleagues with reports to funding partners

RELATIONSHIP & PARTNERSHIP
• Attends external events and develops networks to enable the communication of IBP experience and learning from others in collaboration with colleagues
• Regularly communicates to team on organizational priorities and key decisions
• Supports the Executive Director in managing relations with the Board and other external stakeholders of IBP
• Represents the organization with external stakeholders, including international civil society organizations and donors, by attending meetings, making presentations, and providing advice, as required

COMPLIANCE
• Ensures proper stewardship of IBP resources, governments and donor policies and regulations are strictly adhered to and risk is minimized
• Supports the Executive Team in maintaining and safeguarding the integrity of IBP institutional systems and operations

ORGANIZATIONAL, IBP
• Participates in IBP’s grant management and approval processes
• Supports the Executive Director in securing resources needed for IBP over the medium term, includes developing funding proposals
• Identifies, approves and manages consultants for Partnership Development activities
• May be deputized to perform the functions of the Executive Director in his absence
• Coordinates with all other IBP teams as may be required for the support necessary to advance the work for Partnership Development.
PERSON SPECIFICATION

EDUCATION
• Master’s degree, or the equivalent, in public policy, public finance, political science, or related fields, required

EXPERIENCE
• Significant experience developing, implementing, and managing innovative and impactful programs on governance, ideally across countries and regions, preferably including experience in public budgeting
• Significant experience with civil society advocacy initiatives that required a keen understanding of accountability systems for public resources and the roles that civil society can play in relation to these systems
• Demonstrated experience in raising significant funding from diverse donors
• Proven track record of successful leadership and people management

SKILLS
• Excellent written and verbal communication skills
• Ability to work collaboratively with civil society partners, and to establish, maintain, and grow networks
• Ability to work with high-level representatives from nongovernmental and private sector organizations, government, and the international donor community
• Ability to think creatively and strategically, strong analytical skills, proven ability to identify and resolve problems
• Strong interpersonal skills and the ability to thrive in and contribute to a culture of collaboration and teamwork in a diverse work environment
• High level of organizational skills, and a strong ability to prioritize tasks to meet multiple deadlines
• Ability to lead and develop a motivated team

ATTRIBUTES
• Personal qualities of integrity, credibility, and a commitment to and passion for IBP’s mission
• Highly flexible and adaptable to shifting environments and able to work well under pressure
• Motivated to learn and willing to contribute to learning initiatives

PHYSICAL DEMANDS
• Moderate international travel required
To apply for this position, please send a comprehensive CV and a covering letter of no more than 500 words outlining your interest and suitability for the role.

**Applications should be made via the Prospectus website at:** [http://prospect-us.co.uk/jobs/details/hq00168778](http://prospect-us.co.uk/jobs/details/hq00168778)

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**RECRUITMENT PROCESS**

Should you decide to make a formal application, you will receive information detailing the outcome of your application within the seven working days of the closing date. The successful appointment is subject to satisfactory written references.

- **Closing date:** 25th January 2017
- **Prospectus interviews:** 2nd - 14th February 2017
- **IBP Interviews:** Late February/early March 2017

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**QUERIES**

If you have any queries on any aspect of the appointment process, need additional information or wish to have an informal discussion, please contact Fiona Wansborough or Stella Pedersen on +44 207 691 1920 or via email at fiona.wansborough@prospect-us.co.uk or stella.pedersen@prospect-us.co.uk