**Job Title: Partnerships and Resource Engagement Lead**

**Location: Kigali, Rwanda**

**Reports to: Chief Growth Officer**

**ABOUT SOLID’AFRICA**  
  
Operating in Rwanda since 2010, Solid’Africa is a pioneering social enterprise dedicated to combating nutrition insecurity in Rwanda and beyond. With a mission to ensure universal access to adequate and appropriate nutrition. Solid’Africa delivers a comprehensive nutrition access program that includes the Gemura Feeding Program, which supplies nutritious meals to hospital patients and school children; the Sustainable Agriculture Program, which supports local farmers and strengthens the food supply chain; and the Nutrition Education Program, which promotes healthy dietary choices through education and awareness.

Through its Community Benefit Company (CBC), Solid’Africa also generates income to subsidize its non-profit initiatives, ensuring financial sustainability. Additionally, Solid’Africa’s Institute of Culinary Arts and Nutrition (ICAN) provides specialized training that blends nutrition science and culinary arts to empower hospitality professionals. By leveraging strategic collaborations, adopting a holistic Farm-to-Fork model, and focusing on sustainable practices, Solid’Africa aims to transform the nutrition landscape, making healthy meals universally accessible in the communities it serves.

**POSITION OVERVIEW**

The Partnerships and Resource Engagement Lead will be responsible of cultivating and maintaining strong relationships with key stakeholders, including donors, government entities, corporate, and strategic partners, to maximize funding, advocacy, and strategic growth opportunities for Solid’Africa. This role will collaborate with Programs & Impact Teams to align local funding priorities with initiatives, Finance & Grants teams to ensure compliance and financial accountability, and Communications & Marketing to develop compelling engagement strategies and tools. By fostering high-value partnerships, the lead will enhance Solid’Africa’s visibility, strengthen donor relations, and secure sustainable funding. Ultimately, this position will play a crucial role in scaling Solid’Africa’s impact and achieving nutrition security for all.

**KEY RESPONSIBILITIES**

* **Stakeholder Management –** Develop and implement a strategic engagement plan to cultivate and strengthen relationships with key partners, including corporate sponsors, donors, government agencies, and development organizations.
* **Local Resource Mobilization –** Develop tailored engagement approaches for different donor segments, ensuring personalized communication, timely impact reporting, and recognition of contributions. Oversee donor retention initiatives such as appreciation campaigns, exclusive partner events, and innovative fundraising campaigns to strengthen commitment and long-term support.
* **Government Relations –** Develop and implement strategies to position Solid’Africa within relevant policy frameworks, ensuring alignment with national priorities while identifying opportunities for funding and collaboration. Continuously monitor policy developments, evaluate their impact on Solid’Africa’s initiatives, and provide strategic guidance to leadership for effective government engagement.
* **Proposal / Grant Management-** Develop and maintain a calendar for partnership, sponsorship, and grant proposal submissions to ensure timely and strategic engagement. Coordinate the creation of tailored, high-quality proposals to meet donor requirements and enhance Solid'Africa's funding opportunities.
* **Collaboration-** Work closely with all relevant internal and external stakeholders to develop and support successful implementation of core program.
* **Monitoring & Reporting –** Establish and oversee systems to track, measure, and evaluate the impact of partnerships, funding efforts, and donor contributions. Utilize data-driven insights to assess the effectiveness of fundraising and engagement strategies, identifying areas for improvement and innovation. Prepare high-quality reports and presentations for senior leadership, donors, and external stakeholders to ensure transparency, accountability, and evidence-based decision-making.

**EDUCATION, TECHNICAL SKILLS AND KNOWELDGE REQUIRED.**

* Bachelor’s Degree in Business Administration, Marketing, or Nonprofit Management.
* 3+ years of experience in relationship management or fundraising, preferably in the nonprofit or corporate sector.
* Proven track record of managing high- value partnership
* Excellent interpersonal, communication and negotiation skills
* Strong Analytical and presentation abilities
* Excellent Writing, Editing, and Proofreading Skills
* Strong Research and Analytical Skills
* Ability to Develop and Manage Project Budgets
* Knowledge of Grant Management Processes and Best Practices
* Proficiency in Microsoft Office Suite and Grant Management Software
* Strong Organizational Skill
* Excellent Interpersonal and Communication Skills
* Ability to Work Both Independently and as Part of a Team

***Are you interested in joining us? Welcome, we’re happy you’re here!***

***If you join us, you will find…A team with deep experience in co-designing solutions for Nutrition for all.***

***APPLICATION GUIDELINES*:** Interested and qualified candidates should submit 1page Cover letter, and updated CV (maximum three pages) and names, title and contacts of three professional referees, to include most recent or current employer/supervisor **(all in/as one document)** - via email only to: **hr@solidafrica.org** with the POSITION applied for **clearly indicated in the subject line**. The deadline for submission of applications is March **12, 2025 at 16:00hrs**.Only shortlisted candidates will be contacted.

*Solid’Africa is an Equal Opportunity Employer offering employment without regard to race, color, religion, gender, age, national origin, physical disability.  Solid’Africa complies with all applicable laws governing nondiscrimination in employment.*