

**UNICEF CHINA COUNTRY OFFICE
Vacancy Announcement**

Functional Title : Corporate Alliances Officer

Contract/Grade : NO-A

Duty Station : Beijing, China

Vacancy Open: 26 November 2018

Vacancy Closes: 10 December 2018

UNICEF works in some of the world's toughest places, to reach the world's most disadvantaged children. To save their lives. To defend their rights. To help them fulfill their potential.

Across 190 countries and territories, we work for every child, everywhere, every day, to build a better world for everyone.

And we never give up.

For every child, foster partnerships

China CO is a large country office. While demonstrating results for children at scale in China, UNICEF also works with the government, private sector and other actors to harness the reach and resources of China for the benefit of children globally. The Corporate Alliance's Officer under the guidance of Partnerships Manager will support private sector engagements to raise awareness and generate revenue for the Country programme and support the China in the World Initiative to position UNICEF globally and leverage its current relationships with the private sector.

http://v.youku.com/v_show/id_XMzU5ODg1NDcxMg==.html

How can you make a difference?

We are looking for a resourceful partnerships specialist who will

- Analyze fundraising channels and potential partners to create successful engagements with corporate partners to promote UNICEF's mission
- Negotiate relationships and acquisition and retention of corporate partnerships and high net worth donors through promotional activities, marketing events, press releases, media and social media content

- Provide technical input towards strategies for cultivation of donor engagements, and development of partnership proposals in collaboration with programme and communication teams and in line with national, regional and global priorities
- Support the development of planning, monitoring and evaluation tools for private sector and major donors across UNICEF
- Support the knowledge management work related to UNICEF China's engagement with private sector and high net worth donors, improving donor databases and updating relevant knowledge management systems on partnerships development

To qualify as an advocate for every child you will have...

- A university degree in Business Administration, Marketing, Communications, Fundraising, Management or another related field
- A minimum of one to two years of professional experience in fundraising, sales, marketing, partnerships or another related area
- Experience from building corporate partnerships, business development or corporate social responsibility and communications is highly desirable
- Fluency in English and Chinese is required

For every Child, you demonstrate...

- Respect for and adherence to UNICEF's core values of Commitment, Diversity and Inclusion, Integrity and proven understanding and sensitivity to cultural nuances
- Interpersonal skills, capacity to work with different personalities to deliver on shared results
- Drive for results, setting high standards for the quality of work
- Capacity to think outside of the box and drive innovation
- Strong communication skills, fluently and confidently gathering and expressing and writing opinions and information
- Ability to analyze various sources of information and make rational judgements

- Ability to build effective relationships and maintain a strong network of individuals outside of UNICEF, building strategic partnerships with a range of key stakeholders
- Ability to work strategically to realize UNICEF's goals

We value diversity and aspire to reflect this in our workforce. In our effort to achieve a gender balance in our current workforce, we particularly encourage applications from qualified male candidates

UNICEF has a zero-tolerance policy on conduct that is incompatible with the aims and objectives of the United Nations and UNICEF, including sexual exploitation and abuse, sexual harassment, abuse of authority and discrimination. UNICEF also adheres to strict child safeguarding principles. All selected candidates will, therefore, undergo rigorous reference and background checks, and will be expected to adhere to these standards and principles

To apply for this position please click*

<https://www.unicef.org/about/employ/?job=518113>

The vacancy closes on 10 December 2018.

*If you are unable to access the link by clicking please copy and paste the listed *url* (<https://www.unicef.org/about/employ/?job=518113>) to your browser to access the vacancy announcement.