

**UNICEF CHINA COUNTRY OFFICE
Vacancy Announcement**

Functional Title : Corporate Alliances Officer (Temporary Appointment 1 year)

Contract/Grade : NO-B

Duty Station : Beijing, China

Vacancy Open: 14 January, 2019

Vacancy Closes: 27 January, 2019

UNICEF works in 190 countries and territories to protect the rights of every child. UNICEF has spent 70 years working to improve the lives of children and their families. Defending children's rights throughout their lives requires a global presence, aiming to produce results and understand their effects. UNICEF believes all children have a right to survive, thrive and fulfill their potential – to the benefit of a better world.

For every child, Corporate

UNICEF aims to strengthen its capacity to build strategic partnerships with the corporate sector, and especially to build global, multi-country, and shared value partnerships with Chinese companies. The Corporate Alliance's Specialist, under the guidance of Partnerships Manager, will be responsible for managing China's corporate research framework, prospecting and acquiring suitable and new corporate partners and servicing and growing existing partners.

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

How can you make a difference?

We are looking for an expert in corporate partnership development who, under the general guidance of Partnerships Manager, will be accountable for meeting the corporate fundraising financial targets in support of UNICEF's programme for Children and will...

- Lead the establishment of corporate alliances in line with the Annual Work Plan and with corporate pipelines
- Lead the development of strategies for multi-sectoral and multi-channel fundraising engagement and interventions in line with UNICEF programmatic priorities, and in close collaboration with relevant sections

- Implement the strategic framework for corporate alliances to achieve a high quality diversified portfolio of corporate partners
- Manage relations with key players in strategic sectors of engagement, and develop strategic partnership proposals
- Lead the efforts for drafting and implementing corporate agreements and MoUs, monitoring compliance of corporate proposals and sending it to corporate partners
- Assess and negotiate with companies based on qualitative and quantitative analysis in line with UNICEF corporate engagement and screening practices
- Develop appropriate annual workplans and knowledge products to support programme priorities
- Document and share best practices on Corporate Fundraising among relevant colleagues.
- Work closely with Partnership Manager, CFR team members and other sections to achieve corporate partnership goals

To qualify as a Corporate Alliances Officer and advocate for every child, you will have...

- A university degree in Business Administration, Marketing, Communications, Fundraising, Management or another related field
- At least two to five years of professional experience in fundraising, sales, marketing, partnerships or another related area is required.
- Demonstrated experience in resource mobilization and partnerships building
- 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

If you recognize yourself from the above and wish to make a difference for every child, send a Cover Letter and CV through <https://www.unicef.org/employ> (requisition 518886). If you have difficulties applying online, you may apply to beijinghr@unicef.org. The deadline for receipt of applications is 27 January 2019.

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.