

# INTERNATIONAL FINANCE FACILITY FOR EDUCATION

## JOB SPECIFICATION

### POSITION DETAILS

**Position Title:** Head Resource Mobilization and Partnerships

**Location:** Geneva, Switzerland

**Reports to:** CEO of IFFEd

**Position Type:** Full-time, Senior Management Team Member

### ABOUT IFFEd

The International Finance Facility for Education (IFFEd) is pioneering innovative finance solutions to transform education outcomes in low and middle-income countries (LMICs). By leveraging sovereign guarantees, paid-in capital, and grants, IFFEd mobilizes substantial resources to fund critical education projects that strengthen systems and improve learning outcomes for millions of children and young people.

### POSITION OVERVIEW

IFFEd seeks an exceptional Head Resource Mobilization and Partnerships to lead our resource mobilization efforts with sovereign governments and philanthropic partners, alongside IFFEd's CEO. This senior leadership role requires a strategic thinker with deep experience in securing large-scale financial commitments from governments, navigating complex sovereign decision-making processes, and structuring innovative financing arrangements. As a member of the Senior Management Team, you will be instrumental in expanding IFFEd's funding base, building strategic partnerships with donors and partner governments, and ensuring IFFEd has the resources to deliver transformational education outcomes across LMICs.

### KEY RESPONSIBILITIES

#### Business Development and Resource Mobilization

- Lead the development and execution of a comprehensive resource mobilization strategy targeting sovereign governments for guarantees, paid-in capital, and grant commitments
- Engage with the borrowing authorities to help identify education financing needs and generate demand for MDB lending supported by IFFEd in close collaboration with MDB partners and IFFEd technical leadership
- Secure major financial commitments (guarantees, capital contributions, grants) from sovereign governments, with defined targets in the hundreds of millions
- Develop and manage strategic relationships with philanthropic foundations and other non-sovereign partners to mobilize grant and risk capital contributions
- Position IFFEd as a credible platform for philanthropic engagement in education finance innovation

- Design, in collaboration with multilateral financial institutions, compelling value propositions tailored to different government stakeholders, demonstrating IFFEd's impact and alignment with national development priorities
- Represent IFFEd at high-level meetings with finance ministries, development ministries, foreign affairs departments, and other relevant government entities
- Co-ordinate with and leverage IFFEd's existing donor and MDB partners to deepen IFFEd's donor mobilization efforts.

### **Strategic Partnership Development**

- Understand sovereign priorities, political contexts, and decision-making processes to position IFFEd effectively
- Work collaboratively with borrowing governments to originate and structure education-sector opportunities consistent with their needs and IFFEd's mandate
- Identify and cultivate strategic partnerships with donor governments interested in education financing innovation
- Position IFFEd within a broader set of global processes and platforms, e.g. G7/G20/OECD donor network/Global Program for Education (GPE)
- Structure partnership arrangements that meet both IFFEd's needs, borrowing government expectations and donor requirements
- Build strong relationships with key decision-makers, technical advisors, and influencers within target governments.

### **Leadership and Strategy**

- Serve as a key member of IFFEd's Senior Management Team, contributing to organizational strategy and direction
- Provide strategic guidance on funding models, partnership structures, and market positioning
- Collaborate with program teams to ensure fundraising strategies align with project pipeline and impact objectives
- Monitor trends in development finance, innovative financing, and education sector funding
- Represent IFFEd at international forums, conferences, and stakeholder convenings.

## **ESSENTIAL QUALIFICATIONS AND EXPERIENCE**

### **Required:**

- Minimum 12-15 years of progressive experience in resource mobilization, business development, or partnership development with demonstrable success securing major financial commitments
- Knowledge of education sector challenges and opportunities in LMICs
- Proven track record of securing significant commitments from sovereign governments, multilateral institutions, or comparable institutional funders, or comparable experience
- Deep understanding of multilateral finance institutions and sovereign decision-making processes, including engagement with ministries of finance, development, and foreign affairs

- Familiarity with structuring complex financial arrangements with governments (e.g., guarantees, concessional finance, blended finance, or similar innovative finance mechanisms)
- Demonstrated understanding of and experience in engaging philanthropic stakeholders within an international or non-profit context
- Strong grasp of priorities and role of international development finance in the education or other social sectors
- Experience engaging in and around high-level forums such as the G7 and G20, and in other global or regional policy processes relevant to development
- Demonstrated ability to navigate complex political and bureaucratic environments
- Experience working in or with multilateral organizations, development finance institutions, or international NGOs
- Exceptional relationship-building skills with senior government officials and institutional stakeholders
- Master's degree in international development, public policy, finance, economics, or related field.

#### Highly Desirable:

- Direct experience with innovative finance mechanisms (guarantees, bonds, blended finance)
- Experience working in or closely with relevant international organizations
- Multilateral or bilateral development agency experience
- Track record of managing and leading teams
- MBA, MPA, or relevant professional qualification.

#### KEY COMPETENCIES

- **Strategic Vision:** Ability to see the big picture, identify opportunities, and position IFFEd effectively in a competitive landscape
- **Relationship Management:** Exceptional interpersonal skills with ability to build trust and credibility with senior government officials across diverse cultural contexts
- **Commercial Acumen:** Strong business development instincts with ability to identify, qualify, and close complex deals with sovereign partners
- **Negotiation Skills:** Proven ability to structure and negotiate sophisticated financial arrangements that meet multiple stakeholder needs
- **Political Sensitivity:** Understanding of government decision-making, political economy considerations, and ability to navigate bureaucratic processes
- **Communication Excellence:** Outstanding written and verbal communication skills, with ability to translate complex financial concepts for diverse audiences
- **Results Orientation:** Track record of meeting or exceeding ambitious targets and driving outcomes
- **Collaboration:** Ability to work effectively across teams and with diverse stakeholders, both internally and externally
- **Entrepreneurship:** Ability to work in a lean and early-stage organization
- **Adaptability:** Comfortable with ambiguity and able to operate effectively in a fast-paced, evolving environment.
- **People Leadership:** Ability to lead, mentor and develop high performing teams and foster a results-oriented culture in a lean fast paced organization.

## WHAT WE OFFER

- Opportunity to be part of a pioneering initiative addressing one of the world's most critical development challenges
- Senior leadership role with significant autonomy and strategic influence
- Membership in a collaborative, high-performing management team
- Competitive compensation package commensurate with experience
- Geneva-based position with travel opportunities
- Professional development and growth opportunities

## LANGUAGES

Fluency in English is essential. Fluency in French, Spanish, Portuguese, or Arabic is highly desirable given the geographic focus of IFFEd's work.

## TRAVEL

This position requires international travel (approximately 30-40% of time) to meet with government stakeholders, attend global forums, and engage with partners.

## TO APPLY

Interested candidates should submit:

- Current CV/resume
- Cover letter outlining relevant experience and motivation for the role
- Details of at least one major funding success, including amount secured and process employed

*IFFEd is committed to diversity and welcomes applications from qualified candidates regardless of race, gender, disability, religion, sexual orientation, or age.*

**Application deadline:** Applications will be reviewed on a rolling basis. We value the interest of all applicants, but only those under active consideration will be contacted.

**Expected start date:** At earliest convenience

**For inquiries, please contact:** [MarineMoncozet@MichaelPage.ch](mailto:MarineMoncozet@MichaelPage.ch)