

## JOB DESCRIPTION



<b>JOB TITLE</b>	Corporate Affairs Director – Africa
<b>JOB FAMILY</b>	External Affairs
<b>JOB NUMBER</b>	200070
<b>SALARY GRADE</b>	9
<b>STATUS</b>	Salaried
<b>DATE</b>	June 2019

### A LITTLE ABOUT US

Founded in 1951, the Nature Conservancy is a global conservation organization dedicated to conserving the lands and waters on which all life depends. Guided by science, we create innovative, on-the-ground solutions to our world's toughest challenges so that nature and people can thrive together. We are tackling climate change, conserving lands, waters and oceans at unprecedented scale, providing food and water sustainably and helping make cities more sustainable. One of our core values is our commitment to diversity. Therefore, we strive for a globally diverse and culturally competent workforce. Working in 72 countries, including all 50 United States, we use a collaborative approach that engages local communities, governments, the private sector, and other partners. TNC has offices in South Africa, Kenya, Tanzania, Zambia, Gabon, and representation in Botswana and Seychelles. To learn more, visit [www.nature.org](http://www.nature.org) or follow @nature\_press on Twitter.

### YOUR POSITION WITH TNC

The Corporate Affairs Director is a member of the Nature Conservancy's Africa Program. S/he develops, coordinates and implements corporate engagements that will deliver against the Conservancy's water, agriculture and energy goals with an emphasis on source water protection using the Water Fund model. The preferred location is Nairobi, Kenya or Cape Town, South Africa,

### ESSENTIAL FUNCTIONS

The Corporate Affairs Director develops and implements strategy for engaging corporate partners and governments and non-government organizations to further the Conservancy's Africa program goals, with an emphasis on source water protection using the Water Fund public-private partnership model (<https://waterfundstoolbox.org>). The Director coordinates and integrates all aspects of corporate outreach in service of the Conservancy's Africa program priorities. This role is responsible for prioritization, strategy building, stewardship, and serving as the Relationship Manager for the key corporate relationships of the Africa program's strategy. The Director will focus most of her/his time (e.g. 80%) on Water Funds and source water protection strategy but will also support other TNC Africa strategies, such as agriculture and energy.

### RESPONSIBILITIES & SCOPE

- Manage relationships and deliverables with minimal supervision.
- Develop relationships and works effectively with corporate, government, and non-governmental organization partners.
- Guide collaboration and coordination with several multinational companies across industries.
- With a team, design and manage major meetings, including gatherings of corporate, government, and non-governmental representatives.
- Conduct research, with minimum support, to identify highest priority companies with which to work.
- Ability to communicate professionally with a wide variety of people from different cultures.
- Ability to prepare and present project proposals and negotiate with multilateral agencies and/or the business and corporate sector, to achieve program goals.
- Persuasively conveys the mission of TNC to diverse groups who are critical to the Conservancy's overall strategies.
- Works in partnership with other organizations in a collaborative and advisory capacity.
- Develops and implements multi-year fundraising strategies, and goals. Effectively directs and or participates in complex negotiations.
- Develops constructive and effective working relationships inside and outside the Conservancy.
- Responsible for relevant corporate fundraising and reporting, with support from philanthropy and other TNC functions
- May supervise administrative and professional staff with responsibility for performance management, training and development.
- Ability to do market research of the corporate sector to identify prospective partners and develop tailored engagement strategies

### MINIMUM QUALIFICATIONS

- Bachelor's degree in political science, environmental policy, business or related field and 6 years of senior management level experience in government relations, corporate sector, or equivalent combination of education/experience.
- Supervisory experience.
- Fluency in English. International work experience across multiple African countries.
- Experience in a corporate environment with business development, banking, corporate social responsibility, or corporate sustainability.
- Direct experience working with partners and government agencies.
- Project management experience including coordinating the work of other professionals inside and outside an organization.
- Proven experience in strategy development and implementation.
- Demonstrated relationship building skills.
- Demonstrates strong communications and presentation skills.
- Experience negotiating complex high profile or sensitive agreements.
- Proven written and verbal communication and presentation skills.

### DESIRED QUALIFICATIONS

- Master's or Professional degree (MBA or other).
- Experience advancing solutions to protect water quality and/or quantity, ideally with companies.
- Track record of success negotiating complex partnerships.
- Track record of success serving as a project manager on diverse, international, virtual teams.
- Experience preparing analyses to inform strategy decision making.
- Experience presenting to and communicating with executive levels in a corporate setting. Excellent presentation skills.
- Excellent team player with experience working in multi-disciplinary groups, using influence and interpersonal skills, listening, diplomacy and tact to build strong relationships with corporations, governments, partners, and all levels of staff.
- Experience working with partners/government agencies.
- Outstanding written and oral communication, negotiating and organizational skills.
- International experience and language skills (Swahili, French, Portuguese).
- Strong basic computer skills (Outlook, Excel, PowerPoint or the equivalent programs).

## ORGANIZATIONAL COMPETENCIES

<b>Builds Relationships</b>	Builds productive relationships by interacting with others in ways that enhance mutual trust and commitment.
<b>Collaboration &amp; Teamwork</b>	Works collaboratively with stakeholders across levels, geographies, backgrounds, and cultures to improve decisions, strengthen commitment, and be more effective.
<b>Communicates Authentically</b>	Communicates proactively and in a timely manner to share information, persuade, and influence with the appropriate level of detail, tone, and opportunities for feedback.
<b>Develops Others</b>	Takes ownership to help develop others' skills, behaviors, and mindsets to help them maximize their workplace contributions.
<b>Leverages Difference</b>	Demonstrates commitment to harnessing the power of differences strategically; consistently sees, learns from, and takes strategic action related to difference; and demonstrates the self-awareness and behaviors to work across differences of identity and power respectfully and effectively with all stakeholder. Actively seeks to build and retain a diverse workforce and fosters an equitable inclusive workplace by drawing upon diverse perspectives.
<b>Systems Leadership</b>	Thinks and acts from a broad perspective with a long-term view and an understanding of 1) the dynamic nature of large-scale challenges and 2) the need for integrating five key practices: skillfully engaging appropriate people; providing a clear process for change; taking a holistic view of situations; focusing on a small number of strategic actions, while learning from and adapting them over time; and being aware of how one's own thinking or patterns of behavior may be limiting change.

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*This description is not designed to be a complete list of all duties and responsibilities required for this job.*

***For full Job profile and how to apply please visit <http://careers.nature.org> and search for Job Id 47935***

*Submit CV and cover letter separately using the upload buttons online. All applications must be submitted in the system prior to end of day 14<sup>th</sup> September 2019*

*The Nature Conservancy is an Equal Opportunity Employer. Our commitment to diversity includes the recognition that our conservation mission is best advanced by the leadership and contributions of people of all genders with diverse backgrounds, beliefs and cultures. Recruiting and mentoring staff to create an inclusive organization that reflects our global character is a priority and we encourage applicants from all cultures, races, colors, religions, sexes, national or regional origins, ages, disability status, sexual orientations, gender identities, military or veteran status or other status protected by law.*