



## Job Description

<b>Position</b>	Strategic Partnership Manager, Agriculture and Livelihoods
<b>Company</b>	Foundation for a Smoke-Free World
<b>Location</b>	Washington, DC
<b>Reporting Relationship</b>	Vice President of Agriculture and Livelihoods
<b>Company Website</b>	<a href="http://www.smokefreeworld.org">www.smokefreeworld.org</a>

## Foundation Overview

The Foundation for a Smoke-Free World (FSFW) is an independent, non-profit organization registered as a 501c3 private foundation created to accelerate global efforts to reduce health impacts and deaths from smoking, while working with farmers whose livelihoods will be severely affected by reduced demand for tobacco, with the goal of ultimately eliminating smoking worldwide. The Foundation collaborates with other non-profit, advocacy and government organizations to advance smoking cessation and harm-reduction science and technology. It also serves as a convener of research, dialogue and ideas to reduce smoking globally, while monitoring, evaluating and helping to address the impact of reduced smoking rates on agriculture and economics.

The initial funding for the Foundation was secured from Philip Morris International (PMI). Importantly, as established in the Foundation's bylaws and pledge agreement, PMI and the tobacco industry are precluded from having any influence over how the Foundation spends its funds or focuses its activities. Independence and transparency are core principles of the Foundation and all activities will be conducted with full transparency, free of tobacco industry influence. The Foundation has, constituted in its bylaws, an independent research agenda, independent governance, ownership of its data, freedom to publish, and protection against conflict of interest. Furthermore, strict rules of engagement will be put into place to ensure any interactions with the tobacco industry are fully transparent and publicly reported.

## Agriculture and Livelihoods Team Overview

The global decline of smoking will have many positive health impacts but will bring negative economic consequences to tobacco farmers, many of whom are in developing nations. In order to address the agricultural impact of smoking cessation, the Foundation is focused on partnering with agricultural, rural development, and smallholder experts to identify alternative livelihoods for tobacco farmers. And, to determine which alternatives are the most viable, the Foundation plans to bring together private development and public players to invest in pilot solutions. Please visit our website and watch the video "[The True Cost of a Cigarette](#)" for more context on our approach to creating prosperity for smallholder farmers.

## Key Responsibilities

FSFW is seeking a Strategic Partnerships Manager to drive our efforts to identify like-minded organizations to enhance the impact of FSFW's investments. This opportunity is for an individual experienced in partnership and business development in the international development space with an existing network of senior-level contacts in the donor, NGO, and private sector.

The Strategic Partnerships Manager will be expected to:



- In collaboration with the Vice-President, AG/L, lead the development of global partnerships for co-funding / financing and implementation of FSFW's agricultural development strategy
- Engage at senior level with major public and private sector donors, multilateral banks and financial institutions to build relationships and create new opportunities for partnership and co-financing
- Facilitate supply chain partnerships that strengthen the value proposition of our agriculture programs to FSFW, farmers and communities— with a focus on markets with smallholder programs
- Support the Ag/L team to shape the design of farm development programs to ensure they deliver commercial, social and environmental impacts and are in line with FSFW goals
- Lead engagement with global external stakeholders and influencers to ensure FSFW remains updated on evolving best practice in terms of social and environmental issues in agriculture. This includes but is not limited to issues such as soil health, water stewardship, food security, women's empowerment, living wages & human rights
- Lead measurement and external reporting against public goals related to agricultural sustainability including supporting data collection/analysis from the zones
- Coordinate with FSFW Communication and Brand teams to proactively identify opportunities for amplifying our agriculture narrative, engaging stakeholders & consumers and improving reputation
- Represent FSFW at external meetings, conferences and forums and help position FSFW as an industry leader within the agriculture development space

### **Professional Experience and Qualifications**

We are looking for people who enjoy the challenge of working on complex problems and collaboratively creating solutions that have the potential for transformational change in the lives of smallholder farmers. S/he will be a solid team player who is self-motivated and self-managing. The candidate must have a demonstrated ability to work with flexibility, efficiency, and diplomacy in a fast-paced, challenging environment, and possess the following:

- Seven to ten years of relevant work experience in roles responsible for partnership and / or business development for international agricultural development programs.
- Undergraduate degree in business, finance, supply chain management, agriculture, or related discipline. Master's preferred.
- Strong understanding of, and the ability to communicate how: (1) markets and investment drive economic diversification, (2) inclusive business models create prosperity for smallholder farmers, and (3) science and technology drive agricultural competitiveness and productivity growth.
- Experience working with teams that have built, deployed, and scaled agricultural value chain models in support of smallholder farmers in developing countries. Private sector work experience is desired.
- Strong written and verbal communication skills in English.
- High need for achievement, self-starting with deep intrinsic drive to deliver on targets



- Experience working in southern Africa.
- Ability to travel up to 25% of time as needs dictate.

Please send electronic submissions, including your CV and cover letter to [careers@smokefreeworld.org](mailto:careers@smokefreeworld.org) by July 15<sup>th</sup>, 2018 with “Strategic Partnerships Manager” in the subject line. No telephone inquiries please. Finalists will be contacted.