

Job Description	
Job Profile	
Job Title	Manager - Global Partnerships
Grade	JG - 7
Reporting to	Senior Manager Global Partnerships
Job Location	Head Office, Karachi
Function/ Department	Global Partnerships
Expected Travel	Rare
Job Summary	
<p>The Manager Global Partnerships oversees the management and stewardship of grants and partnerships secured from foundations and high net worth individuals. This role ensures effective partner engagement, compliance with grant requirements and internal monitoring & evaluation to ensure successful implementation and reporting of funded initiatives. The Manager will help nurture long-term relationships to maintain trust, transparency, and alignment between partners' philanthropic goals and the organization's mission. The role also involves close cross-functional collaboration to understand internal workflows, identify process improvements, and strengthen organizational readiness for partnership delivery and reporting.</p>	
Profile Benchmarks	
Minimum Qualification	Master's or Bachelor's degree in Business, International Relations, Development Studies, or related field.
Experience Required	5+ years' experience in partnership/grant management, fundraising, or international development.
Knowledge and Skills	<ul style="list-style-type: none"> • Proven track record of managing high-value global partnerships or grants. • Exceptional communication, negotiation, leadership and relationship-building skills. • Strong project management and analytical skills with attention to detail. • Ability to work across cultures, time zones, and diverse stakeholder groups. • Proficiency in MS Office and familiarity with CRM or donor management systems. • Interest in leveraging emerging technologies, including AI, to enhance partnership management, reporting, and operational efficiency.
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Job Responsibilities	<ul style="list-style-type: none"> • Partnership Management: Managing relationships with global donors, foundations, corporations, and multilateral agencies. • Proposal & Grant Management: Lead proposal writing, budgeting, and submission for funding opportunities; monitor grant compliance, reporting, and deliverables. • Strategic Planning: Align partnership strategies with organizational goals and expansion priorities. • Collaboration: Work closely with fundraising, programs, and communications teams to design impactful projects and campaigns. • Monitoring & Evaluation: Track partnership performance, measure impact, and provide regular updates to donors. • Market Intelligence: Stay informed about international trends, funding landscapes, and partnership opportunities. • Innovation & Technology: Explore and apply AI tools and digital solutions to improve efficiency in partnership management, reporting, data analysis, and decision-making.
Applications Deadline:	
Apply at:	
Expected Joining Date	ASAP
Company Profile or Website:	https://www.tcf.org.pk