



Job Description: Director of Partnerships & Development

Location: Accra, Ghana

Reports to: Founder & Chairperson

Supervises: Programme Heads/Team Leads (indirect line management for coordination)

Employment Type: Full-Time

#### About Our Organisation:

Drive to Inspire – is a youth empowerment organisation dedicated to the empowerment of youth in Africa, mainly through education and mentorship. We equip young people with the skills, opportunities, and mentorship to become leaders and change-makers. Through our core programmes, outreach to schools and tertiary institutions, career guidance sessions, mentorship, internships, and scholarships, we have impacted over 40,000 youth in Africa since our inception in 2023. We are a passionate, mission-driven team funded by the generosity of partners and donors.

#### The Opportunity:

We are at an exciting inflection point of growth and seek a dynamic, strategic Director of Partnerships & Development to architect our future. This newly created senior role is the crucial link between the Founder's vision and the execution by our programme teams. You will be the driving force behind our financial sustainability and strategic expansion, building a robust partnership ecosystem and securing the resources needed to amplify our impact.

#### Key Responsibilities:

##### 1. Strategic Leadership & Organisational Growth (30%):

- Serve as a key member of the organisation's leadership team, working closely with the Founder to set and execute strategic priorities.
- Analyse programme impact and market opportunities to identify and develop new initiatives for growth.



- Facilitate coordination between programme heads to ensure alignment, synergy, and efficient use of resources.
- Develop and monitor key performance indicators (KPIs) for organisational growth and sustainability.

## 2. Partnership Development & Fundraising (50%):

- Design and implement a comprehensive partnership and fundraising strategy targeting corporates, foundations, trusts, and major individual donors.
- Proactively identify, cultivate, and secure new strategic partnerships (cash and in-kind) to support existing programmes and new ventures.
- Lead the donor cycle: prospecting, outreach, proposal/pitch development, stewardship, and reporting.
- Develop compelling fundraising materials, including sponsorship packages, grant applications, and impact reports.
- Represent the organisation at key networking events, conferences, and in the media to raise our profile.

## 3. Marketing & Communications (20%):

- Leverage marketing expertise to refine the organisation's brand messaging and value proposition for different audiences (partners, donors, beneficiaries).
- Oversee the development of marketing collateral (website, social media, newsletters) to support fundraising and partnership goals.
- Craft powerful narratives that communicate the impact of our work to inspire investment.

## Required Qualifications & Experience:

- Bachelor's degree in Marketing, Business Administration, Communications, Non-Profit Management, or a related field. A Master's degree is a plus.
- Minimum of 7-10 years of progressive experience in partnership development, fundraising, or business development, preferably within the NGO, social enterprise, or CSR sectors.
- Proven track record of securing significant partnerships, sponsorships, or grants (e.g., six-figure deals or long-term partnerships).



- Strong background in marketing, with demonstrable skill in crafting messages and strategies that drive engagement and conversion.
- Excellent leadership and interpersonal skills, with experience influencing and coordinating teams without direct authority (managing "through" others).
- Superior written and verbal communication skills; a compelling storyteller and presenter.
- Strategic thinker with strong analytical and problem-solving abilities.

#### Ideal Candidate Profile:

- A natural relationship-builder who is persuasive, resilient, and thrives on closing deals for a cause.
- Entrepreneurial and self-motivated, comfortable building a function from the ground up.
- Deeply passionate about youth empowerment and alignment with our organisation's mission.
- Highly organised, with the ability to manage multiple priorities and deadlines.

#### What We Offer:

- The unique opportunity to shape the future of a growing youth empowerment organisation.
- A direct, strategic partnership with the Founder and a seat at the leadership table.
- A competitive compensation package commensurate with experience.
- A passionate, collaborative, and mission-driven work culture.
- The profound satisfaction of creating tangible opportunities for young people.

#### How to Apply:

Please submit your CV and a one-page cover letter to [nana@drivetoinspireafrica.org](mailto:nana@drivetoinspireafrica.org)

In your cover letter, please:

1. Explain your motivation for joining our mission.
2. Describe one specific example of a major partnership or fund you secured, detailing your strategy and role in the process.



*Drive to Inspire*  
**A f r i c a**

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P.O.BOX CT 7598 CANTONMENTS, ACCRA

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**Application Deadline: 15<sup>th</sup> January 2026**

Drive to Inspire – Africa is an equal-opportunity employer. We celebrate diversity and are committed to creating an inclusive environment for all employees.

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**ADDRESS:**  
17 ED SOWAH AVENUE, EAST LEGON, ACCRA GHANA