

Partnerships and Development Consultant, Africa

Based in Nairobi, Kenya

(Initial 6-month contract with potential for extension to 12 months)

Vital Strategies is a global public health nonprofit organization. Our programs strengthen public health systems and address the world's leading causes of illness, injury, and death. We currently work in more than 80 countries, supporting data-driven decision-making in government, advancing evidence-based public health policies, and mounting strategic communication campaigns. Please visit our website at www.vitalstrategies.org to find out more about our work.

About the Project:

The organization seeks to engage a Partnerships and Development Consultant who will work collaboratively across program areas and global offices to cultivate, solicit, and steward funding, and to maintain strong relationships with foundation and corporate partners across the African continent.

The Consultant will serve as the focal point to strengthen and expand partnerships with existing funders through multi-level donor stewardship and to identify and grow partnerships with new foundations and corporate funders throughout Africa. The consultant will have a deep understanding of the global health funding landscape and experience in securing funding from foundation and/or corporate sources. They will possess a strategic mindset and the ability to translate organizational and team goals into actionable fundraising strategies. Beyond fundraising and relationship building expertise, we are seeking someone that is collaborative and agile, adept at forging relationships across departments and rallying stakeholders around shared goals and objectives.

Duration of Assignment:

The duration of the assignment will be 6 months (120 days) with the potential for extension to 12 months. Please note that contracts are executed and paid in the currency of the country where the consultant is based.

Project Deliverables:

Revenue Diversification

- Follow organization-wide strategy for pursuit of funding from foundation and corporate partners on the African continent.
- Support efforts to expand existing funding partnerships resulting in increased renewals rates and expanded scope and funding levels.
- Identify prospects and develop and implement targeted prospecting plans to identify and cultivate new foundation and corporate partnerships leveraging research, data analysis, and industry best practices.

- Design new pitches and ensure alignment between funding partner priorities and Vital Strategies capabilities.
- Identify opportunities to secure unrestricted funding for the organization.
- Manage proposals to foundation and corporate partners

Donor Stewardship and Relationship Management

- Map aligned African funders and relationships (internal and external).
- Develop, cultivate, and own funder relationships, leveraging leadership when necessary.
- Follow org-wide process for coordination of relationships with major global funders to coordinate donor engagement and stewardship.
- Action global donor stewardship process for existing donors, including a regular cadence for donor outreach (for existing and prospective funding partners).
- In collaboration with the Director, Partnerships and Development create deployment opportunities for Vital Strategies CEO, the board of trustees and other executive leadership to strengthen relationships with existing foundation and corporate funders and to build new relationships.

Other

- Track and report on fundraising metrics for foundation and corporate funding partners, ideally with experience using Salesforce as a CRM.
- Develop pitch decks and written pitches as needed.
- Stay informed about trends and best practices in philanthropy and foundation and corporate giving and proactively adapt strategies to maximize effectiveness and impact.
- Represent Vital Strategies at events, meetings, and other networking opportunities throughout Africa to promote partnership opportunities and build awareness of the organization's mission and impact.

Consultant Profile:

Education and Degree

- Bachelor's degree or equivalent experience.

Skills and Abilities

- Experience building and expanding fundraising revenue streams and donor relationships across corporate and foundation partners.
- Established relationships with African corporate donors and key decision makers at large African-based foundations in the global health space preferred.
- Experience collaborating with African government agencies or county-level stakeholders preferred.

- Flexible and adaptable style, with a passion for connecting people with mission-driven programs.
- Ability to analyze and synthesize diverse sources of information to identify current and emerging funding and technical trends.
- Ability to cultivate and maintain functional, valuable, and productive relationships, both internally with senior leadership and key technical staff, and externally with current and prospective donors and partners.
- Excellent interpersonal skills, including the ability to communicate effectively with technical and nontechnical audiences.

Application Process

Please submit your cover letter and CV, alongside your rate expectations in KES to partnerships@vitalstrategies.org no later than Friday February 27, 2026 with the subject line 'Partnerships and Development Consultant - Africa'.