

IMPACT HEALTH ORGANISATION

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Job Opening

head-of-resource-mobilization-and-partnerships-hormp

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| Job Title: | Head of Resource Mobilization and Partnerships (HoRMP) | Designation: | Head of Resource Mobilization and Partnerships (HoRMP) |
| Company: | Impact Health Organisation-IHO | Department: | Programmes - IHO |
| Status: | Open | | |

Planned number of Positions: 0

Vacancies: 0

Route: head-of-resource-mobilization-and-partnerships-hormp

Duty Station: Juba, South Sudan (Headquarters).

Reporting Line: Reports directly to the Deputy Country Director (DCD).

Job Type: Senior Management & Strategy.

Eligibility: Open to both National and International candidates currently living in South Sudan.

Target Start Date: 1 February 2026

About Impact Health Organisation (IHO)

Founded in October 2013 during a period of national crisis, IHO has grown from a humanitarian responder into a robust strategic development partner dedicated to "Saving Lives." IHO delivers holistic health solutions across South Sudan, focusing on Health, Nutrition, WASH, and Protection.

We are supported by esteemed international partners, including UNFPA, UNICEF, WFP, UNAIDS, and the South Sudan Humanitarian Fund. IHO maintains a Low Risk financial rating, reflecting our commitment to accountability and transparency in managing over \$17 million in cumulative grant funding.

Position Overview

The Head of Resource Mobilization and Partnerships (HoRMP) is a visionary leader tasked with securing the external funding and strategic alliances necessary to drive IHO's Strategic Investment Plan 2025-2030.

This role is the primary architect of IHO's transition from funding to financing moving the organization from a reliance on reactive relief grants toward sustainable, impact-driven investments in Climate-Resilient Health Systems and Livelihoods. The HoRMP will lead the acquisition of diversified resources from bilateral donors, private foundations,



and impact investors.

Detailed Responsibilities

1. Strategic Planning & Funding Diversification

- **Integrated Resource Mobilization Plan:** Lead the development and annual update of the Integrated Resource Mobilization, Partnership, and South-South Cooperation Plan, ensuring targets are aligned with the United Nations Sustainable Development Cooperation Framework (UNSDCF).
- **Strategic Funding Shift:** Pivot the organization's portfolio from short-term humanitarian relief to long-term Humanitarian-Development-Peace (HDP) nexus financing.
- **Donor Intelligence:** Maintain a sophisticated scanning system to identify top public and private sector donors, synthesizing intelligence on emerging thematic trends such as Climate Finance, Technology for Good, and Social Equity.
- **CRM Governance:** Utilize the corporate Customer Relationship Management (CRM) system to track the full lifecycle of resource mobilization opportunities, from initial discussion to agreement signature.

2. High-Impact Proposal & Concept Note Development

- **Technical Quality Assurance:** Oversee the preparation of all concept notes and funding proposals, ensuring they are persuasive, technically sound, and results-based.
- **SMART Results Frameworks:** Direct the use of SMART criteria (Specific, Measurable, Achievable, Relevant, Time-bound) in results frameworks to enhance donor confidence and project feasibility.
- **Elimination of Rejection Errors:** Provide rigorous oversight to prevent the "20 common errors" that lead to rejections, such as unclear problem statements, weak logical frameworks, or inadequate descriptions of outcomes.
- **Evidence-Based Rationales:** Ensure all proposals utilize up-to-date, referenced data (disaggregated by sex, age, and disability) to clarify problem urgency and align with national priorities.
- **Value for Money (VfM):** Integrate the "4 Es" (Economy, Efficiency, Effectiveness, and Equity) into all funding requests to demonstrate optimal use of resources.

3. Partnership Management & Strategic Alliances

- **Stakeholder Analysis:** Conduct comprehensive stakeholder mapping to identify beneficiaries, community leaders, and local organizations, fostering ownership and commitment in project design.
- **Private Sector & IFI Engagement:** Cultivate relationships with International Financial Institutions (IFIs), Multilateral Development Banks, and private philanthropies to fill urgent funding gaps caused by shifts in global foreign assistance.
- **Normative Role Advocacy:** Coordinate with the Head of Programs to leverage IHO's normative work (policy advocacy and dialogue) as a tool for resource mobilization and systemic change.
- **South-South & Triangular Cooperation (SSTC):** Facilitate the exchange of knowledge and expertise through SSTC to strengthen regional partnerships and human capital.

4. Compliance, Ethics, and Reporting

- **Full Cost Recovery:** Ensure all proposals apply the full cost recovery principle, inclusive of all direct and indirect costs, to maintain IHO's financial sustainability.
- **Safeguarding & PSEA:** Embed Protection from Sexual Exploitation and Abuse (PSEA) and Gender-Based Violence (GBV) risk mitigation into all partnership agreements.
- **Grant Management Transition:** Strengthen the Grant Management Unit to ensure rigorous adherence to donor-specific regulations, maintaining IHO's no findings external audit target.

Required Qualifications and Expertise

Education: Master's or Ph.D. in Public Health, Business Administration, International Development, or a related field.

Experience:

- A minimum of **10–15 years** of progressive experience in resource mobilization, fundraising, or strategic partnerships within the international humanitarian/development sector.
- **Funding Track Record:** Proven success in securing multi-million dollar grants from donors such as the World



Bank, Global Fund, USAID, FCDO, and UN Agencies.

- **Technical Skills:** Expert proficiency in Results-Based Management (RBM), logical framework development, theory of change modeling, and CRM software.
- **Strategic Communication:** Superior ability to craft compelling "change stories" and advocacy materials that resonate with global donor priorities.
- **Managerial Excellence:** Strong leadership skills in managing cross-functional teams (Program, Finance, and M&E) to deliver high-quality outputs under tight deadlines.

Core Values Alignment

The candidate must embody IHO's nine pillars: **Care, Professionalism, Integrity, Respect, Commitment, Innovation, Leadership, Partnership, and Accountability.**

How to Apply

Interested candidates should submit their CV and a cover letter to hrm@ihosavinglives.org and cc jobs@ihosavinglives.org and also deliver your hardcopy to IHO Head Office, Bilfpam road Tongping, Near AIDA Hotel, Juba-South Sudan

IHO is an Equal Opportunity Employer; qualified women and persons with disabilities are strongly encouraged to apply
Deadline for Application 29th January 2026.

1. **CV:** Highlighting your fundraising track record.

2. **Comprehensive Cover Letter:** Detailing your history of successful resource acquisition and strategic partnerships.

Currency: USD

Lower Range: \$ 0

Upper Range: \$ 0

