

## Role Title

**Partnerships and Relations Manager, Israel**

## Role Information

Role Type	Pay Band	Location	Reports to:
Business Development	6/G	Tel-Aviv	Head of Education and Society

## Role purpose

To implement and deliver the British Council Israel's business development and relationships management. All of our programmes are supported through partnership funding demanding significant attention to recruiting and retaining partners and effective donor relations management.

## About us

The British Council is the UK's international organisation for cultural relations and educational opportunities. We create friendly knowledge and understanding between the people of the UK and other countries. We do this by making a positive contribution to the UK and the countries we work with – changing lives by creating opportunities, building connections and engendering trust.

We work with over 100 countries across the world in the fields of arts and culture, English language, education and civil society. Each year we reach over 20 million people face-to-face and more than 500 million people online, via broadcasts and publications. Founded in 1934, we are a UK charity governed by Royal Charter and a UK public body.

## Geopolitical/SBU/Function overview:

The British Council has been operating in Israel since 1950 and Israel and the UK are important partners. Building deep, sustainable, and long-term strategic partnerships and collaboration between the UK and Israel is a priority area for the British Council.

Our flagship programme is **BIRAX** (the Britain Israel Research and Academic Exchange Partnership). The BIRAX Regenerative Medicine Initiative, launched in 2011, is a £10 million initiative which facilitates British-Israeli scientific research collaborations in the field of regenerative medicine – a multidisciplinary field in which both countries excel. So far, £7 million has been committed to facilitate the launch of two calls for research proposals and research grants have been awarded to 29 labs working together on 15 world class bi-lateral three year collaborative research projects representing the best of British and Israeli science.

A major focus now is to design and implement the next 3-5 year phase of BIRAX focused on UK-Israel medical research collaborations in the field of Ageing. This presents an opportunity for further innovative world-leading bilateral research in a field where real expertise is held by both nations and that holds the potential to benefit the lives of millions. Cross-border science co-operation with Middle East and North Africa is also an important area of work, and there may be opportunity to build on the STREAM (trilateral water research) programme.

More widely there are opportunities and programmes to bring UK and Israeli institutions and researchers together. There are significant further opportunities, where appropriate funding can be found, for further institutional links between the UK and Israel and sharing expertise between the two countries in higher education, science, and the Arts.

### **Main opportunities/challenges for this role:**

Opportunity to develop within the partnerships sector and become a significant player as part of the British Council Israel office with the opportunity to support partnership development across the region.

### **Main Accountabilities:**

#### **Business Strategy Development and Planning**

- Implement the British Council Israel business strategy plan based on the current pipeline of opportunities and market intelligence
- Contribute to the business development plans for relevant sectors in Israel based on current pipeline of opportunities, market intelligence and knowledge.
- Evaluate and capture lessons learnt from successful and unsuccessful tenders to improve future tenders.
- Meeting the requirements of a complex network of partners in terms of ensuring programme value, communications, and reporting.

#### **Market and Customer Intelligence**

- Work closely with colleagues to identify and analyse specific partner's requirement, gather and analyse market intelligence on partners, stakeholders and competitors' strategies to contribute to business strategy and implementation plan

#### **Account and Stakeholder Management**

- Manage and foster key strategic relationships with partners within Israel, UK and others, in close coordination with regional, Strategic Business Units and corporate stakeholder management
- Contribute to the diversification of partners
- Support senior level internal stakeholders in managing and fostering their business relationships to drive improved business opportunities

#### **Business Development – Winning Business**

- Match partners and stakeholders' interests with British Council offers
- Manage proposal collation and co-ordination
- Develop, manage and write Expressions of Interest and proposals
- Work with partners to design and develop new business opportunities, in line with the regional and global pursuit approach
- Work closely with colleagues to ensure that proposals are costed and priced appropriately
- Ensure that data relating to proposal management is collated, maintained and stored according to data protection standards

### **Key Relationships:**

#### **Internal**

- Country Director and Senior Management team Israel
- Strategic Business Units (SBUs)
- British Council regional and UK partnerships teams

#### **External**

- UK Embassy
- UK and Israel government departments
- Existing and new partners – Foundations, Medical Research Charities, Industry

Role Requirements:		
Threshold requirements:		Assessment stage
Passport requirements/ Right to work in country	<p>This is a Non-diplomatic post</p> <p>Must have the right to work in Israel</p>	Shortlisting
Direct contact or managing staff working with children?	No	N/A
Notes	Some travel within Israel and overseas is required. Occasional working or being available for calls during unsocial / evening hours.	
Person Specification:		Assessment Stage
Language Requirements:		
Essential	Desirable	Assessment Stage
Excellent level of English and Hebrew		Shortlisting
Qualifications		
Essential	Desirable	Assessment Stage
Bachelor's degree or equivalent in a related field	MA or a Recognized programme	Shortlisting
Role Specific Knowledge & Experience		
Minimum / essential	Desirable	Assessment Stage
<ul style="list-style-type: none"> <li>At least 2 years' experience of proven managing relationships with partners</li> <li>Proven understanding of donor-funded proposal and administrative compliance</li> <li>Knowledge of Israel's donor / partnerships landscape</li> <li>Understanding of market analysis and business intelligence, including understanding customer needs</li> </ul>	<ul style="list-style-type: none"> <li>Knowledge of the partnerships landscape in the UK and/or medical research donor and/or higher education and social and geographic periphery</li> <li>Management / administration of international donor-funded contracts</li> <li>Knowledge of international development issues</li> <li>Experience of costing and pricing and preparing commercial proposals</li> </ul>	Shortlisting and interview
British Council Core Skills		Assessment Stage
<p><b>Communicating and Influencing (Level 2): Relates communications to circumstances</b> Displays good listening, writing and speaking skills, setting out logical arguments clearly and adapting language and form of communication to meet the needs of different people/audiences.</p> <p><b>Managing Project (Level 2): Analyses project data</b> Examines project data and performance, reporting on progress and recommending corrective action as needed.</p>		Interview

<p><b>Managing accounts and partnerships (Level 2): Works with stakeholders and partners</b> Communicates regularly with diverse stakeholders, customers and/or partners to build mutual understanding and trust</p> <p><b>Finance and resource management (level 2)</b> Uses corporate financial systems and processes appropriately as part of the job and on behalf of a team.</p> <p><b>Commercial and business Development (Level 1) Reviews data</b> Applies a range of standard analytical techniques to support business development – e.g. pricing tools, revenue tracking, monitoring sales prospects, audience figures or profit margin.</p>	
British Council Behaviours	<i>Assessment Stage</i>
<p><b>Connecting with others (Essential):</b> Making regular opportunities to understand others better</p> <p><b>Working together (More demanding):</b> Ensuring that others benefit as well as me</p> <p><b>Making it happen (More demanding):</b> Challenging myself and others to deliver and measure better results</p>	Interview
Prepared by:	Date:
Michal Artzi	January 2018