

| SCOPE OF WORK | |
|----------------------|-------------------------------------|
| Position | : Corporate Partnership Lead |
| Department | : CEO Office |
| Employee Type | : Revision Date |

I. CISDI AND OUR CULTURE

CISDI is a full-service Center of Expertise that advances health system strengthening and development through community-engaged approaches, targeted research, policy advocacy, and campaigns. Our vision is to set and implement health system standards, leaving no one behind by driving a systemic, evidence-based transformation of Indonesia's and other countries' health systems. We work in close collaboration with international institutions, governments, donors and private sector partners to support PHC systems and ensure robust and public-oriented policies are set and subsequently implemented.

CISDI is structured into five fully integrated units providing advisory and MEL, policy advocacy, knowledge production, behavior change communication, implementation excellence, and digital health services. During the last 5 years CISDI has nearly tripled in both size and scope. While other Civil Society Organizations and NGO's have been adversely affected by USAID's closure, CISDI has expanded rapidly. We are positioned to continue this growth trajectory by expanding into new business sectors with service offerings driven by donors and private client's requests. To ensure we operate internally to the same high standards we perform externally, we embarked on an aggressive organizational-wide transformation aligning our internal policies, processes, procedures and systems to meet these changing market dynamics.

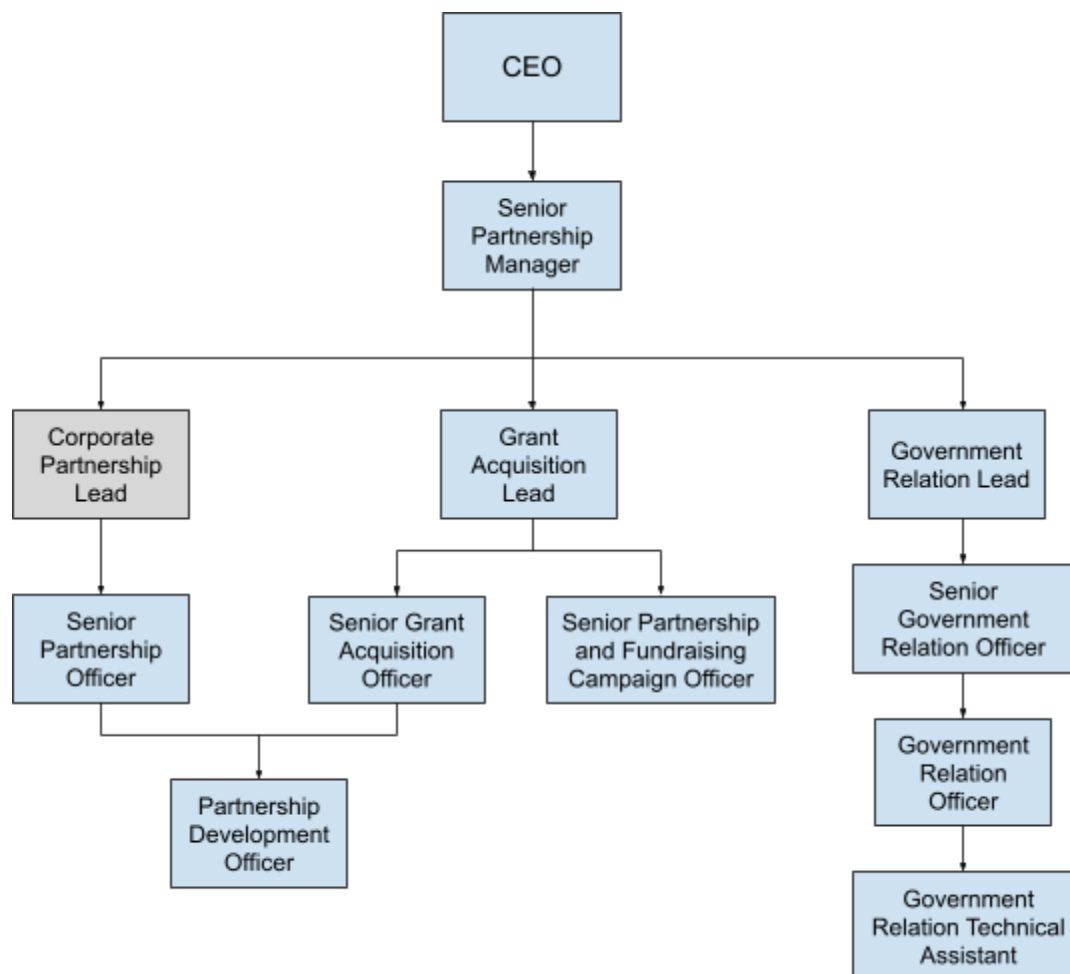
CISDI's corporate culture is our "Super Power". We hire highly intelligent professionals who thrive on challenges. Our professionals are given the freedom to express their creativity by solving complex healthcare sectoral issues often working on problems that other organizations may not have tried or have failed. Our people thrive in a collaborative work environment where ideas are heard and acted upon regardless of level or length of employment. Work-Life balance is not just talk but is embedded into our operating models, policies and procedures. It is who we are.

II. SUMMARY OF ROLE

The Corporate Partnership Lead is a senior role within CISDI's Partnership Unit, responsible for leading a team of four specialists in proactively identifying, cultivating, and securing strategic partnerships with development partners and private-sector entities. Reporting to the Partnership Senior Manager, the Lead oversees the full partnership lifecycle from prospect research and proposal development to negotiation, budget coordination, and performance monitoring, all in service of advancing CISDI's global health and health system strengthening mission.

The role also requires strong cross-functional collaboration across all departments to ensure partnerships are feasible, impactful, and aligned with both organizational and partner priorities. Beyond external partnerships, the Lead is expected to coach and develop the team, document lessons learned, and drive continuous improvement in how CISDI engages with the corporate sector.

III. ORGANIZATION CHART



IV. JOB DESCRIPTIONS

| Responsibility | Activity | Output/Measurement |
|---|--|---|
| Prospect research for strategic partnership development | <ul style="list-style-type: none"> Lead the identification and research of potential corporate partners, demonstrating a deep understanding of their Corporate Social | <ul style="list-style-type: none"> Comprehensive partner & competitor landscape analysis reports |

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| | <p>Responsibility (CSR) methods, priorities, and focus areas in health system strengthening</p> <ul style="list-style-type: none"> • Oversee competitor analysis to understand the health sector partnership landscape • Identify and cultivate relationships with key decision-makers within potential partners • Craft compelling Value Propositions for targeted partnership opportunities | <ul style="list-style-type: none"> • Established relationships with key decision-makers in target organizations • Compelling Value Propositions and sales pitch |
| Partnership Development and Proposal Creation | <ul style="list-style-type: none"> • Lead the development and execution of compelling partnership proposals, tailor partnership proposals that resonate with CISDI and potential partners' values and goals. • Partner with Project Leads to ensure proposals reflect realistic timelines, resource requirements, and project feasibility. • Collaborate with Research & Knowledge Management to integrate appropriate tools for project assessment, impact management, monitoring & evaluation, and capacity building. • Negotiate and manage partnership agreements, securing financial and non-financial beneficial collaborations. | <ul style="list-style-type: none"> • High-quality, tailored partnership proposals aligned with partner and CISDI goals • Signed partnership agreements delivering financial & non-financial value • Integrated project designs with clear timelines, budgets, and M&E frameworks |
| Partnership Management and Reporting | <ul style="list-style-type: none"> • Oversee the management and reporting of partnership budgets, ensuring alignment with proposal commitments and strategic goals • Monitor and evaluate the performance of existing partnerships, identifying | <ul style="list-style-type: none"> • Improved partnership retention and renewal opportunities • Documented partnership insights to strengthen |

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| | <p>areas for improvement and renewal opportunities</p> <ul style="list-style-type: none"> • Document lessons learned from partnership experiences, including insights gained on CSR strategies and their effectiveness, to inform future strategies and proposal development • Prepare regular reports for the Partnership Senior Manager outlining partnership progress, achievements, and challenges | <p>future strategies</p> |
| <p>Lessons-learnt documentation and reporting</p> | <ul style="list-style-type: none"> • Document lessons learned throughout the proposal development process. This could include capturing challenges encountered, strategies that proved successful, and feedback received from partners • Sharing these lessons learned internally to refine future proposal development practices for continuous improvement • Contribute to the development of general partnership documentation and reporting | <p>Continuous improvement recommendations for future proposal development</p> |
| <p>Coaching and Knowledge Sharing</p> | <ul style="list-style-type: none"> • Provide coaching and mentorship to the Corporate Partnership team, fostering a collaborative and results-oriented environment • Encourage team participation in industry events, training programs, and knowledge-sharing initiatives to foster a culture of continuous learning. | <ul style="list-style-type: none"> • Active participation in learning initiatives and industry engagement • Knowledge-sharing culture reflected in improved team collaboration and outputs |

V. WORKING RELATIONS

| | |
|-----------------|---|
| Internal | <ul style="list-style-type: none"> ● Government Relations ● Program Leads ● Research and Development ● Knowledge Management |
| External | <ul style="list-style-type: none"> ● Development partners and ● Private-sector entities ● Stakeholders ● Vendors |

VI. QUALIFICATIONS

A. Minimum Qualifications

- A Bachelor's degree in Business Administration, Marketing, or Communications with demonstrably relevant experience in global health or health systems strengthening (preferred)
- Minimum 7 years of experience in corporate partnership development or a relevant field
- Minimum of 4 years experience managing people in either an organizational unit or on projects
- Proven track record of securing and managing successful corporate partnerships, demonstrably aligned with Corporate priorities and/or CSR goals
- Excellent understanding of the current trends in health system strengthening initiatives
- Experience working with the public health sector is preferable
- Proficient in written and verbal English for business formal communication
- Team player with an outgoing personality and a positive networking attitude
- Passionate about making positive contributions to societal growth and development, with a strong ability to understand and connect with diverse individuals

B. Competencies

- Core Competencies
 - Strategic Partnership Development
 - Stakeholder Engagement
 - CSR Alignment
 - Impact Orientation
 - Results Driven
- Technical Competencies
 - Prospect Research & Analysis
 - Proposal Development
 - Partnership Negotiation

- Budget Management
 - Monitoring & Evaluation (M&E)
- Behavioral Competencies
 - Leadership & Coaching
 - Collaboration
 - Analytical Thinking
 - Communication Skills
 - Continuous Learning