

Position: Partnerships Coordinator

Location: Kampala, Uganda

About Us

Impact Carbon's mission is to improve health and the environment in developing countries through clean energy projects that reduce carbon emissions. Impact Carbon generates carbon emission reductions from household energy projects that improve living conditions in the less-developed communities we serve. We leverage the financial returns from these projects to benefit local partners and people.

Typical Impact Carbon projects involve scaling the sales and distribution of efficient appliances such as healthy cookstoves and water treatment devices. Impact Carbon works with investors, project developers, philanthropists, and NGOs to quantify the carbon emissions reduced by our projects and to verify them to rigorous carbon standards.

Impact Carbon's headquarters office is in San Francisco, California, with an office in Kampala, Uganda.

Job Description

The Partnerships Coordinator will be responsible for managing and coordinating Impact Carbon's partner activities across country programs focused on scaling access to energy efficient technologies such as cookstoves and water treatment systems. This role is meant to be an external facing position focused on providing high-quality service, mentorship, and capacity building. Heavy emphasis will be placed on the creation of systems and strategies to create partner network efficiency, build partner capacity, manage and solve conflicts, and develop and integrate new partnerships. This is a unique opportunity to join a fast-moving startup focused on creating cutting-edge market-based solutions to energy access. You will have the opportunity to work with a vast network of partners, including manufacturers, distributors and implementing partners. The successful candidate will be pivotal in providing a first-class partnership management experience and will be presented significant opportunity for growth and advancement.

Job Responsibilities

- Ensure efficient flow of goods between manufacturing and distribution partners
 - Work with existing manufacturing partners to ensure product quality, improve tracking systems and optimize production timelines; identify bottlenecks, inconsistencies and opportunities for efficiency gains
 - Work with existing distribution partners to address product needs and ensure client satisfaction, resolving issues as they arise and developing proactive solutions
 - Implement key changes in systems and processes to benefit customers
 - Improve after-sales support program
 - Streamline partner reporting systems
- Implement partner mentoring and capacity building programs

- Evaluate partner sales and production capabilities and identify partner growth opportunities; work with partners to create and ultimately execute growth strategy
- Create and implement tools for financial management and solutions for sales tracking
- Develop and implement partner trainings and mentorship programs
- Liaise with Program Team to leverage improved information systems into better market research and consumer insights
 - Monitor partner performance against projections; prepare regular quantitative and qualitative progress reports
 - Ensure compliance with reporting requirements and tracking systems
- Support new business development:
 - Work closely with Program Team to identify new partnership opportunities and needs; scope, recruit and train new partners
 - Coordinate with staff and partners to identify commonalities between programs, with focus on distribution strategies, bundling strategies, and marketing initiatives; integrate programs when appropriate.
 - Identify other synergies within the Program Team; streamline systems and resources

Qualifications and Experience

- Track record of success in partnership development and management
- Track record of success in project management
- Experience in business mentorship and development
- Bachelor's degree required, degree in business desirable
- 3 years minimum related work experience essential, ideally with experience providing service within a business-to-business sales environment
- Developing country experience preferred

Desired Skills:

- Excellent management and organizational skills; passion for creating order out of chaos
- Excellent interpersonal and communication skills; ability to communicate with a wide range of partners from different cultural and socio-economic backgrounds
- Ability to manage multiple tasks efficiently and to meet deadlines with limited supervision
- Attention to detail
- Demonstrated professionalism; ability to work effectively in cross-cultural environments
- Willingness to travel frequently
- Enthusiastic and creative problem-solver
- Able to justify decisions with data backed solutions



Clean Energy for All

Compensation

Impact Carbon offers a highly competitive salary and benefits package. Salary is dependent on experience.

How to Apply

Please email a one-page cover letter with attached resume to jobs@impactcarbon.org. Use the subject "Partnerships Coordinator" in all e-mail correspondence. Use the exact position title in subject line to ensure that the hiring manager receives your application. No phone calls or posted mail applications, please. We request that you tell us where you heard about this position; please include that information in your cover letter.

Impact Carbon is an Equal Opportunity Employer. All persons regardless of race, color, creed, national origin, ancestry, sex, marital status, disability, religious or political affiliation, age, or sexual orientation shall have equal access to positions, limited only by their ability to do the job.