

APPENDIX:

JOB DESCRIPTION: Senior Partnerships Manager (Climate)

Division Strategy and Partnerships
Reports to (title) Head of Partnerships
Location base

Organisation structure

This role will sit within the Global Partnerships team. The post holder will report to the Head of Partnerships and be part of a central team focussed on important new business opportunities across the organisation – both at a country-level, and globally.

The Global Partnerships team performs multiple functions to drive business development efforts at BBC Media Action. It cultivates and nurtures relationships with key institutional funders and partners; leads the development of funding applications and bids; and furnishes the organisation with donor intelligence, tools and resources to support country teams to conduct business development.

Additional job specific responsibilities and accountabilities

Below is a generic outline of the role across the BBC organisation, however individual roles can vary in their key responsibilities and accountabilities depending on the business area they sit in. This section provides information which is specific to this position and gives a more accurate view of the job content in this particular role.

- Collaborating with others, define and deliver a growth plan to fund work addressing climate change and environmental protection.
- Cultivate and nurture relationships with new and existing institutional funders, development partners and other stakeholders working to address climate change and environmental protection.
- Lead the development of well designed, realistically budgeted and creative funding proposals, in line with BBC Media Action methodologies and approaches and cognisant of donor compliance requirements.
- Contribute to business development-related tools and resources, knowledge sharing and policy development across the organisation.
- Work with key colleagues to raise the profile and visibility of BBC Media Action’s work on climate with external actors.

Additional knowledge, skills, training and experience required:

- Understanding of how media and communication can address climate change and protect the environment in countries most affected.
- Proven ability to raise funds from institutional donors in the field of climate change and environmental protection, including bilateral government donors, joint funds, multilateral agencies and private foundations.
- Proven track record of building and managing external relationships with international development donors and partners.

JOB DESCRIPTION



- Strong contacts with a diverse range of donors funding climate change and environmental protection work in countries most affected.

Please note that financial management and project management skills and experience are desirable and not essential.

Job impact:

This role reports to the Head of Partnerships, not Regional Director/Head of Business.

Job title	Senior Project Manager		
Job family	Project Management	Band	D

Job purpose

To deliver one or more projects and expected outcomes, to stakeholder expectations, within the agreed brief and constraints of time, cost, scope and quality, using the most appropriate approach for the project and domain.

Project management is applied in different domains, including IT, digital, construction, business process and broadcast engineering. Projects may stand alone, be part of a programme and/or a product lifecycle.

Key responsibilities and accountabilities

The Senior Project Manager shares the core capabilities of the Project Manager but requires more experience. The role commands more responsibility working on larger, more complex, projects or leading on multiple projects, workstreams or iterative improvements concurrently.

Manages one or more projects, leads a workstream within a programme or works on ongoing improvements as part of a product lifecycle. Responsible for the delivery of its outcome using an appropriate approach (e.g. iterative and incremental, sequential) suitable to the characteristics of the change. Typical indicators at this level are:

- A repeatable project framework, delivering a known outcome or target;
- A duration of approx. 18+ months or delivery on own initiative of a series of outcomes within a product environment;
- Multiple stakeholders and financial or allocated staff responsibility equivalent to a budget of up to c£10m and a staffing level of 8+ (including third parties).

Core project manager responsibilities follow.

Approach and planning

- Work with business or product owner and stakeholders to understand the strategic objectives and establish the project objectives and outputs or high-level benefits to be delivered.
- Establish the project's level of complexity and agree with the owner the options and

appropriate approach for delivery.

- Contribute to the development of the business or financial investment case.
- Foster the conditions for the project team to perform and lead on a day-to-day basis to ensure clarity of scope, good estimating, solution development and manage the risks.
- Produce a project management plan (PMP) to get agreement with stakeholders for the purpose, nature and scope of the project and secure the mandate to proceed with shaping the project.
- Draw on own experience and actively seek out and apply relevant lessons from other projects and share with the project team.

Delivery

- Manage and deliver the project within the agreed time, cost and quality constraints to enable delivery of the agreed outputs and/or benefits.
- Maintain effective relationships with stakeholders, address issues and deliver effective communication strategies.
- Put in place handover plans and ensure business ownership is established for the ongoing ownership of outputs and/or realisation of benefits.
- Apply oversight and evaluate, monitor and manage risks, issues, assumptions, dependencies, interdependencies and changes, escalating those outside tolerance if appropriate.
- Maintain suitable plans, manage the delivery of minimum requirements and/or critical success factors and effectively manage people (including third parties) and other resources.
- Monitor progress, regularly report on status and initiate corrective actions. Ensure all expenditure (or activity) is tracked and reconciled to budget/plan with forecast to complete or value returned to inform decision making.
- Ensure adherence to BBC policies and standards for project management, health and safety, financial, legal and technology, and any other compliance requirements.

Approvals, Governance and Benefits

- Support the business (customer), deliver key project documentation and ensure change management activities are executed (e.g. relevant training) to enable business adoption of changes.
- Complete and review the benefits realisation plan and facilitate formal handover of the plan and any ongoing activities to the relevant business area.
- Ensure controlled phase/project closure with appropriate review of performance, sharing of lessons, handover specifics, ongoing ownership and a planned post implementation review.

Stakeholders, Change and Communication

- Create, update and manage plans to address stakeholder expectations and secure buy-in.
- Work with stakeholders on defining scope, establishing critical success factors, identifying deliverables, benefits and understanding trade-offs.
- Identify and address dependencies and interdependencies with other projects.
- Form the project team with appropriate specialist skills (e.g. procurement, HR, change, legal, business continuity, etc.) and advise the sponsor on governance issues.
- Develop options and gain approval for plans, for example the PMP and business case/financial investment case.
- Create, update and manage a detailed project plan along with a high-level project plan to support stakeholder engagement, reporting and communication.

Knowledge, skills, training and experience

Essential

- Extensive relevant experience working on projects/programmes and a substantial period(s) of managing projects to successful outcomes, leading teams, planning, problem solving, progress monitoring, managing risk, and budget or resource responsibility.
- Working knowledge of the project lifecycle, products, techniques, methodologies, approaches and the understanding of how to best apply to the situation.
- Excellent and well-practiced communication (spoken, written, listening), interpersonal and influencing skills with the ability to bridge specialism and business through user-friendly language.
- Ability to effectively deal with difficult stakeholders, navigate ambiguous, changeable, complex environments and achieve desired outcomes.
- Knowledge of relevant legislation and procedures for the domain e.g., procurement, contract management, environment, health and safety.
- Demonstrable professional development with a recognised project management qualification or equivalent experience.
- Strong Microsoft Office skills, including Project and PowerPoint, and experience in manipulating data to make it meaningful for different audiences.

Desirable

- Managed a minimum of four projects with budgets of £10k-£2m or significant business area impact.
- Excels at delivery in a fast-changing, political and complicated environment; understands organisational transformation challenges and how to operate effectively in this context.
- Knowledge of the media sector and broad understanding of traditional and new technologies in a broadcast and or digital media environment.

Job impact

Decision making

- Defining and agreeing with the business or product owner the project approach, scope, budget, schedule and resource allocation.
- Decisions on changes to the project in response to change requests, risks, issues and any deviations from the project plan within the tolerance set by the business case or programme.

Scope

- Financial control of budgets up to c£10m.
- Managing all project staff including the design, development, testing specialists, project assistants and other staff as assigned and indirectly business resources supporting the project.

Other information

For Reward team use only

Job Code

Definition:

Support

This job description is a written statement of the essential characteristics of the job, with its principal accountabilities, incorporating a note of the skills, knowledge and experience required for a satisfactory level of performance. This is not intended to be a complete, detailed account of all aspects of the duties involved.

