

## Partnership Coordinator

### Do you see the potential?

Do you want to join an exciting startup with an ambitious social mission? Do you want to contribute to the development of a bold and innovative business model with high responsibility from day one? Do you want to do something revolutionary and impactful? Here at Wedu, we hire highly motivated, passionate individuals who are innovative and thoughtful in their approach to getting things done.



Founded in 2012, Wedu is a unique leadership development organization and social enterprise that aims to unlock the leadership potential of the next generation of women changemakers across Asia. We do this by providing virtual mentorship, leadership trainings and innovative financing options for higher education to inspiring individuals who are committed to changing the status quo in their communities – we call these young women ‘Rising Stars’. Today, we are proud to support 405 Rising Stars across 22 countries who form the pillar of a growing community that we believe has the power to achieve large-scale social impact.

### Your role

As Partnership Coordinator, you will play a key role in building and growing institutional partnerships across the region to increase our outreach and collaborations with like-minded educational institutions, NGOs and young professional/leadership organizations (‘Talent Spotters’). You will be responsible for identifying and designing effective outreach and partnership strategies in order to expand our program’s reach to 1,000 Rising Stars by the end of 2018, and beyond. This role involves interacting with internal and external stakeholders to bring creative approaches and build an ecosystem that supports the mission of Wedu and our partners, as well as shape scalable strategies for Wedu so that partnerships can grow and be replicated across the region. We are looking for a person with an entrepreneurial spirit and eagerness to take on increasing levels of responsibility and autonomy as Wedu grows. In particular, the role involves:

### Outreach & Partnership Development

- Designing and managing strategic, scalable outreach plans to help the organization achieve its goal of 1,000 Rising Stars by the end of 2018 and 6,000 Rising Stars by 2022
- Researching, developing and managing strategic partnerships across different levels of engagement and across the region, via professional Skype conversations and some face-to-face meetings
- Improving engagement and relationship management strategies by identifying wider opportunities for collaboration that serve mutually beneficial objectives, and collaborating with other Wedu departments to implement these initiatives, where applicable
- Identifying and creating new materials that aid in the presentation, professionalism and management of a diverse set of partnerships
- Designing and conducting (and/or training others to conduct) both remote and in-person outreach workshops

### Department Collaboration

- Collaborating with other Outreach team members to develop, align and monitor channel strategies, targets, roles and responsibilities
- Identifying key department initiatives and opportunities for improvement, and building upon internal documents used for outreach and partnership management
- Contributing to the development of the organization by collaborating with other departments to identify and implement strategic and tactical improvements
- Contributing to the team effort by accomplishing other tasks, as needed

### Be the change you want to see

Wedu is a very entrepreneurial organization that is open to new ideas and experiments. If you have innovations to propose, make your case and say it out loud, conquer the team and you will have all the support required to implement your ideas. Leadership starts inside.

### Do you have what it takes?

Qualifications:

- You have at least 3-5 years of previous work experience in a similar role, with demonstrated leadership and project management skills
- You are entrepreneurial and not afraid to take ownership, showing audacity and resourcefulness in identifying and acting upon opportunities to innovate; you are also flexible and comfortable with ambiguity and leading the change
- You have a proven track record of using data-driven analysis and critical thinking to design strategies, build targets, monitor progress and make decisions
- You are a skilled communicator – both a great listener and effective speaker and writer; you are confident and resourceful when reaching out to new people, and enjoy developing relationships with a wide range of stakeholders
- You are collaborative and have the ability to use systems-level thinking to see beyond your own work and balance individual and team goals
- You have a passionate commitment to promote social change and women's leadership development, and are willing to go above and beyond in pursuit of our common mission
- ***Strong preference for Thai and Asian nationalities; Western nationals already residing in Thailand or the region are also welcome to apply***

### Organizational arrangements

We expect from you a minimum commitment of 24 months with a four month trial period. This is a full-time position that is expected to start as soon as possible. While remote work is an option, we will give strong preference for those who are already based in Bangkok, Thailand (Wedu's head office). You will receive competitive pay based on your qualifications and Thai living standards, as well as private health insurance and work permit sponsorship, where applicable.

Wedu has flexible working arrangements and leave policy – you are expected to deliver what is required, and working hours are largely dependent upon your time management and productivity. This role may require travel and odd working hours from time to time, depending on existing and new program demands that accommodate our global community. You will also have access to the Wedu network of experts and advisers, who have extensive experience in the development of social enterprises.

**Apply Now!**

The position will be expected to start as soon as possible. Interested candidates should complete the application form on our website at [Get Involved - Work With Us](#). If you are experiencing problems with the form, please email [talent@weduglobal.org](mailto:talent@weduglobal.org).

Applications for this position are accepted and reviewed on a rolling basis, and qualified candidates will be contacted via email for at least 2-3 behavioral and situational interviews that will be conducted by a combination of Wedu's CEO, COO and other members of the Outreach & Selection team. As part of the selection process, you may also be expected to complete a short exercise to further demonstrate your fit and interest with the role.

**Do you see the potential?**

