



## GRANTS & PARTNERSHIPS LEAD



At **Somakodi School**, we believe that talent exists everywhere, but opportunity does not. Our mission is to make high-quality digital education accessible to learners who are ready to transform their lives and communities. As we scale our programs, we are looking for a **Grants & Partnerships Lead** who is very passionate about education, social impact, and strategic growth. This is a unique opportunity to join a dynamic, mission-driven team and play a pivotal role in shaping the future of digital learning for those individuals seeking a career change or additional income stream, the youth and underserved community.

We are looking for a results-oriented professional who can secure sustainable funding, cultivate strategic partnerships, and help us amplify our impact across Kenya and beyond. You will lead grant administration, proposal development, and donor engagement, while providing consulting and project management support to ensure that partnerships are executed seamlessly and generate measurable outcomes.

## Essential Job Functions

- **Drive Funding Strategy:** Identify, prioritize, and cultivate relationships with donors, foundations, and corporate partners to secure multi-year funding that supports strategic growth.
- **Lead Proposal Development:** Craft compelling, data-driven grant proposals, concept notes, and reports that align with our mission and resonate with funders.
- **Manage Partnerships:** Oversee partnerships from initiation to execution, ensuring alignment with program objectives, timely deliverables, and measurable impact.
- **Consulting & Project Support:** Provide strategic guidance and hands-on project management to ensure smooth implementation of partnership activities.
- **Build Institutional Capacity:** Develop systems, templates, and processes for grant tracking, reporting, and compliance to strengthen long-term sustainability.
- **Stakeholder Engagement:** Act as a key liaison between Somakodi School and external partners, fostering trust, transparency, and strong collaboration.

## Desired Experience

- Proven experience in grants management, fundraising, or partnership development, preferably in education, social impact, or nonprofit sectors.
- Strong proposal writing and reporting skills with a proven ability to secure multi-year funding.
- Excellent project management skills and ability to juggle multiple priorities.
- Strategic thinker with analytical, research, and problem-solving abilities.

- Exceptional interpersonal and communication skills, capable of building strong relationships with internal teams and external partners.
- Self-motivated, proactive, and results-oriented with a passion for advancing education and social impact.
- Existing networks with NGOs, philanthropic organizations, impact investors, and private funders are a strong plus.

## Compensation and Benefits

- Competitive, commission-based compensation structure, directly tied to successful funding outcomes.
- The potential to transition into a long-term strategic / co-founder role, contingent upon performance.
- Be part of a **mission-driven startup** transforming access to digital education.
- Flexible consultancy arrangement with autonomy to lead **high-impact projects**.

## Working Conditions

Working Conditions	Details
Work environment	Fully remote and flexible working hours

## Application submission

- is available at the careers page of our website - [Somakodi careers](#)
- or send us an email - [info.somakodi@gmail.com](mailto:info.somakodi@gmail.com)

[www.somakodi.org](http://www.somakodi.org)