

We are looking for a...

# Partnerships Manager Côte d'Ivoire

**Location: Yamoussoukro or Abidjan**

**Desired start date: August 1st 2026**

**Type: Full-time**

## About Elucid

Elucid is a Berlin-based social enterprise helping global companies extend affordable, high-quality healthcare to smallholder farmers and workers in their supply chains. Our programs operate across sectors, including cocoa, coffee, bananas, rubber, cotton, and textiles, and are implemented in partnership with local organisations in six countries.

We work with companies such as Hershey's, JDE Peet's and Tony's Chocolonely alongside institutional partners like Gavi, GIZ, KfW and others. Our work combines health program delivery with robust data, risk assessments, and auditable impact aligned with emerging EU due diligence requirements.

Elucid Santé Côte d'Ivoire is an NGO, Elucid's local entity, based in Côte d'Ivoire and serves as the in-country implementing partner. Our team works directly with cooperatives, communities, and local stakeholders across the health and agriculture sector to bring Elucid's programs to life on the ground - from enrollment and health delivery to farmer engagement and field-level data collection.

Elucid is a fast-growing, mission-driven team representing more than 20 nationalities.

## Role Overview

You are key to driving Elucid's success at the country level by developing local partnerships, managing client relationships, and raising Elucid's visibility on the ground. This role sits within the national team, working under the guidance of the Country Director and in close collaboration with the Global Partnerships and Communications teams in Berlin.

Your role bridges partnership development, program sustainability, and in-country communications — ensuring that Elucid's health programs are locally anchored, commercially viable, and visible to the stakeholders who matter. You will turn partner insights into action and help shape Elucid's growing presence in-country.

## Will You Be The One Who

You work closely with and report to the Country Director, who sets your priorities and provides strategic oversight. You also collaborate regularly with the Global Partnerships and Communications teams in Berlin to ensure alignment across countries.

### Local Partnerships Development (45%)

- Builds and maintains partnerships with cooperatives, suppliers, government actors, and local offices of global companies

- Drives the local partnership pipeline from partner mapping and outreach to signed agreements
- Co-develops proposals with the Global Partnerships Team, contributing local context and operational insights
- Represents Elucid at local conferences, forums, and stakeholder events to strengthen visibility and generate leads
- Conducts regular field visits to build trust, identify opportunities, and support partnership development

### **Program Sustainability & Growth (40%)**

- Supports the development of scalable financing and co-financing models, including cooperative-based payment mechanisms and blended finance approaches
- Engages cooperatives and local partners in long-term sustainability and adoption discussions
- Contributes local impact data, evidence, and operational context to funding proposals
- Coordinates closely with program and data teams to ensure feasibility and alignment

### **Communications & Content (15%)**

- Coordinates the flow of photos, videos, testimonials, and project updates from the field to the Global Communications Team
- Identifies relevant stories, insights, and data points from field activities
- Supports in-country content production logistics and coordination
- Assists with local branding, awareness activities, and partner visibility efforts in alignment with the Global Communications Team

## **Who You Are**

We are looking for someone with 5–8 years of professional experience who is motivated to take ownership and grow within a fast-moving environment (exceptional candidates with less experience but strong exposure may be considered).

- **A relationship builder and communicator, comfortable engaging both in field settings and with senior stakeholders**

You build trust quickly with diverse stakeholders – cooperatives, local companies, government agencies, and international partners. You communicate clearly, whether in client discussions, at events, or in written proposals.

- **Commercially aware and well organised**

You are comfortable developing a pipeline, managing multiple relationships in parallel, and following through on commitments. You spot opportunities and turn them into action.

- **A connector between local and global**

You understand the local delivery context and can translate it for global stakeholders. You flag opportunities, risks, and learnings proactively and enjoy working across cultures and time zones.

- **Self-directed and impact-driven**

You take initiative, manage your own workload, and care about scaling meaningful solutions. You don't wait to be told, you see what needs doing and make it happen.

Experience with partnership development, stakeholder engagement, sustainability programs, or agricultural value chains is a plus. Fluency in French is required; strong working proficiency in English is expected. Knowledge of local languages is an asset.

## Why join us

- Take ownership of partnership development in Côte d'Ivoire and play a key role in shaping Elucid's growth in the country
- Play a critical role in making healthcare accessible in global supply chains
- Work directly with both smallholder communities and international clients
- Be part of a vibrant, diverse team that values integrity, teamwork, and responsibility
- Enjoy flexibility, room for growth, and the chance to shape Elucid's presence in-country
- Competitive salary and meaningful opportunities for learning and development

## How To Apply

Please complete our [application form](#) by **15 June 2026**. The form takes about 10 minutes and asks for your CV and a few short questions about your experience and motivations. Applications are reviewed on a rolling basis.

Elucid is an equal-opportunity employer committed to building a diverse and inclusive team. For more about our work, visit our [website](#) or connect with us on [LinkedIn](#).

