

We are looking for a...

Partnerships Manager Ghana

Start Date: August 2026

Location: Ghana

Desired start date: August 2026

Type: Fixed-term contract with the possibility of extension

About Elucid

Elucid Social is a non-profit based in Ghana, closely connected to Elucid GmbH, a Berlin-based social enterprise founded in 2022. Together, our mission is to improve the health and resilience of smallholder farmers in global supply chains, especially in cocoa, coffee, fresh fruit, cotton, and nuts.

Elucid Social Ghana implements health programs in Ghana on behalf of Elucid Germany. By combining healthcare access for farmers with high-quality data, we enable companies to back their sustainability commitments with credible evidence while building more resilient supply chains.

In collaboration with local organisations and cooperatives, Elucid Social Ghana enhances access to healthcare for farmers, reduces preventable diseases, and provides data to help companies meet ethical sourcing standards. Our work improves the health, economic stability, and integrity of farming communities while strengthening supply chains.

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'll work closely with and report to the Country Director, while collaborating regularly with our Global Partnerships and Communications teams in Berlin.

Local Partnerships Development (45%)

- Build and strengthen partnerships with cooperatives, suppliers, government actors, and local offices of global supply chain companies
- Drive the local sales cycle by identifying opportunities, pitching Elucid's services, and managing partnerships through to signed agreements

- Represent Elucid at conferences, forums, and stakeholder events to grow visibility and generate new leads

Program Sustainability & Growth (40%)

- Supports the development of scalable financing models, including cooperative-based payment and sustainability premium mechanisms
- Engages cooperatives and local partners in long-term co-financing conversations, building trust and driving adoption
- Supports developing funding proposals with local impact data, evidence, and context

Communications & Content (15%)

- Coordinate the flow of field content, including photos, videos, testimonials, and project updates, to the Global Communications Team
- Identify relevant stories, insights, and impact highlights from field activities
- Support local visibility efforts, content production logistics, and partner coordination in alignment with global communication priorities

Who You Are

We are looking for someone with 3–5 years of professional experience who is motivated to take ownership and grow within a fast-moving environment.

- **A relationship builder and communicator**
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 proactively flag opportunities, risks, and learnings, and you 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 English is required; proficiency in a local language, French, or Spanish is a strong asset.

Why join us

- 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.

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](#).

