

We are looking for a...

Partnerships Manager, Uganda

Location: Uganda

Desired start date: As soon as possible

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 Health is a non-profit entity based in Uganda and serves as the in-country implementing partner for Elucid. Our team works directly with producer cooperatives, communities, and local stakeholders across key supply chains, including coffee, cocoa, and cotton, to bring Elucid's programs to life on the ground – from enrollment and healthcare 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.

Your Role

Local Partnerships Development (45%)

- Builds and grows partnerships with cooperatives, suppliers, government actors, and local offices of global supply chain companies in the coffee, cotton, cocoa and other tradable commodities.
- Drives the local sales cycle – mapping potential clients, pitching Elucid's offer, and managing opportunities from first contact to signed agreement
- Represents Elucid at local conferences, forums, and stakeholder events, showcasing Elucid's work, building the brand and generating 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%)

- Manages the flow of content from the field to the Global Communications Team — photos, videos, testimonials, and project updates, ensuring proper storage and accessibility
- Identifies relevant stories, insights, and data points from field activities and communicates to Global Comms
- Coordinates in-country content production (including logistics, access, and planning) in alignment with global communication priorities and guides partners and field teams on content capture to ensure relevance, quality, and usability
- Supports the development of local branding and awareness materials, and helps drive local visibility through coordination with partners, events, and local media in alignment with the Global Communications Team

Who You Are

We are looking for someone with **5–7 years of professional experience**, ideally including work with cooperatives, farmer organisations, Processors and Exporters of or sustainability programmes in agricultural value chains. You know how to build genuine rapport with local partners and navigate the dynamics of corporate sustainability teams. Comfortable taking ownership and operating independently in a fast-moving environment. In detail, we are looking for someone who is:

- **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 of prospective partners, 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.

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 the **15th of 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](#).

