

Foreign Service Limited Position Opportunity - SENIOR DIRECTOR, PRIVATE SECTOR ENGAGEMENT RELATIONSHIP MANAGEMENT TEAM - FSL-02

- Agency: U.S. Agency for International Development
- Organization: Bureau for Democracy, Development and Innovation
- Location of Position: Washington, DC
- Open Period: 3/9/2021 – 3/23/2021
- Appointment Type: This is an excepted service, time-limited appointment that is not-to-exceed five (5) years
- Salary: USD \$116,786 to \$171,504 (annually)
- Number of Vacancies: 1

Description of Organization: USAID’s Private Sector Engagement (PSE) Hub, situated within the Bureau for Development, Democracy, and Innovation (DDI), supports the Agency to expand and deepen collaboration with the private sector to achieve greater development outcomes. The Private Sector Engagement Hub’s mission is to create the institutional conditions, operating infrastructure, and capacity necessary to expand engagement with the private sector in the United States and partner countries. The Hub delivers capacity- and systems-building support for engagement with the private sector in all Operating Units and all countries where we work.

This position will serve as a Sr. Director on the Relationship Management Systems Team.

Description of Position: One of the key success factors in the Agency’s approach to private sector engagement is effectively managing relationships with corporate partners, of all shapes and sizes, in support of our development objectives. Accordingly, the Agency is undertaking a holistic effort to build-out and modernize its private sector relationship management (PSRM) systems, policies, and practices, with the goal of providing a more consistent, more cohesive engagement experience. This need is particularly acute as USAID expands its engagement with the private sector to deliver on the PSE Policy and the new foreign policy and national security priorities of the Administration. To address this need, the PSE Team seeks to hire an FSL-02 Private Enterprise Office to support the design and implementation of a modernized PSRM system for the Agency. This system will ultimately enable more strategic private sector engagement Agency-wide.

The Senior Director will be responsible for the following:

- Reviews current USAID systems, processes, and tools for private sector relationship management and recommends opportunities for improvement.
- Leads targeted activities and work streams to develop new Agency systems and tools, and institutionalize them through Agency policy and practice.
- Advising, developing, and implementing engagement strategies to more systematically and strategically incorporate the expertise and views of private sector stakeholders into Agency policymaking, country strategy planning, and program designs.
- Organizes and leads private sector consultation to inform decision making at USAID missions and bureaus; identifies shared goals and targeted social and economic outcomes.
- Conduct due diligence; gathers information on the key organizations and management involved in transactions.
- Consults private sector actors and other stakeholders regarding investment challenges and opportunities in a particular market or sector; identify whether and how USAID and other US government agencies can address these challenges or engage around opportunities;
- Identifies how USAID and other US government agencies add value to a project or transaction being undertaken by private sector partners;
- Identify best practice models from inside and outside USAID and seek to replicate and/or scale these models and other regions or sectors;

Qualifications:

- Must be a U.S. citizen.
- You must have one year of specialized experience equivalent to the next lower grade level [FSL- 03] of this position.
- Must have excellent level communication skills both verbally and in writing to both internal and external stakeholders.
- Background/knowledge related to economics, private sector engagement, financial markets, and/or mobilizing private finance for development is preferred.
- Must be eligible to obtain and maintain a secret security clearance

Interested candidates should submit:

1. **Cover Letter** expressing interest and clearly addressing the stated requirements for the position
2. **Resume/CV & Transcripts** (as necessary for positions with a positive education requirement)
3. Three (3) **References**
4. Stated **Security clearance level**, if applicable
5. Stated **US Citizenship** (If citizenship is not stated - application will not be considered)
6. **DD214** and other veteran status, if applicable.

Please submit your application package to DDIFSLJobs@usaid.gov, with a copy to pse.operations@usaid.gov. Please use the subject line “FSL APPLICATION PACKAGE: SENIOR DIRECTOR, RELATIONSHIP MANAGEMENT, FSL-02, DDI/PSE.

Application submissions are required by 11:59 pm (EST), March 23, 2021. Packages not submitted by the deadline with the specified subject line—or incomplete packages—will not receive consideration.

This notice may be used to fill additional vacancies, as the workforce needs of the Bureau may change.

[EEO Policy Statement](#)

[Reasonable Accommodation Policy](#)