

SAMS Role Deconstruct
Specialist – External Relations
Ipas Development Foundation (IDF) | New Delhi
(What the role truly involves and how to assess your fit)

Why This Role Deconstruct

A SAMS Role Deconstruct helps candidates understand the real operating expectations of a role beyond the formal job description. It clarifies the leadership challenges, scope of responsibility, and performance outcomes so applicants can realistically assess their readiness and fit.

The goal is to encourage strong, well-aligned candidates to apply while helping others make an informed decision about whether the role matches their experience.

What This Role Is Really About

This role exists to **expand and strengthen IDF's presence, credibility, and influence within the public health ecosystem.**

The Specialist – External Relations will do far more than attend meetings or support partnerships. The role is responsible for **creating and converting external engagement opportunities** that position IDF as a credible voice in policy, advocacy, and sectoral dialogue.

This requires:

- Representing the organisation across external platforms
- Building meaningful relationships across institutions and networks
- Translating leadership priorities into visible external initiatives

The role sits at the intersection of **external engagement, advocacy positioning, and CEO office coordination**, combining relationship-building with disciplined execution.

The Role's Strategic Priorities

The Specialist will contribute to advancing several key organisational priorities:

Expanding external engagement

Enhancing IDF's participation and visibility across sector platforms, convenings, and policy discussions.

Strengthening thought leadership positioning

Translating leadership perspectives into structured engagements such as roundtables, forums, and knowledge-sharing platforms.

Deepening institutional visibility and partnerships

Building and nurturing relationships across stakeholders to further strengthen IDF's presence and influence within the ecosystem.

Enabling effective execution of leadership priorities

Supporting coordination and follow-through on initiatives emerging from external engagements and program reviews.

Your Scope of Responsibility

Reporting to the CEO's office, the role includes:

External Engagement & Partnerships

Representing IDF in external forums and building relationships with stakeholders across NGOs, think tanks, academia, and development agencies.

Advocacy & Thought Leadership Enablement

Facilitating IDF's participation in policy and advocacy platforms and supporting leadership positioning through curated engagements and communication outputs.

Opportunity Creation & Network Building

Identifying and developing new partnerships, collaborations, and engagement platforms that enhance IDF's visibility and influence.

Strategic Coordination

Tracking priorities emerging from external engagements and internal reviews, and ensuring follow-through across teams.

CEO Office Support (Selective)

Supporting structured program reviews and high-priority initiatives requiring central coordination and execution discipline.

What Success Looks Like

Within 12–18 months, success would typically be visible through:

- Stronger and more consistent external representation of IDF
- A network of credible and engaged sectoral relationships
- High-quality external engagements (forums, convenings, collaborations)
- Increased visibility of IDF in public health discourse
- Effective follow-through on leadership-driven initiatives

Who Will Thrive in This Role

This role is suited to an early- to mid-career professional who brings:

- **5–7 years of experience** in external engagement, partnerships, advocacy, consulting, or related roles
- Exposure to working with external stakeholders such as NGOs, think tanks, development agencies, or similar institutions
- A foundational understanding of public health or the development sector
- Strong communication and interpersonal skills
- The ability to operate independently in externally-facing environments
- High initiative, ownership, and execution discipline

Candidates from consulting, strategy, partnerships, or CEO office roles may find strong alignment with this position.

This Role May Not Be Ideal If

This role may not suit you if:

- Your experience is largely technical and not externally oriented
- You prefer clearly structured roles over opportunity-creation and ambiguity
- You are uncomfortable representing an organisation independently in external settings
- You are primarily motivated by fundraising or program implementation roles

Operating Context

- **Location:** New Delhi
- **Compensation:** ₹16–18 LPA (approx.)

- **Reporting:** CEO / Senior Leadership

The role requires working across external stakeholders, internal teams, and leadership priorities, balancing visibility-building with disciplined execution.

Before You Apply — A SAMS Reality Check

You are likely a strong fit if you can confidently say:

- I have engaged with external stakeholders and represented my organisation in professional settings
- I am comfortable building relationships and creating new opportunities
- I can communicate ideas clearly and credibly in external forums
- I enjoy roles that require initiative, ownership, and independent functioning
- I can translate discussions into actionable outcomes and follow-through