

ATMA CONNECT/SAKA WARGA | RCC PLATFORM

Partnerships & Institutional Strategy Lead— Indonesia

Based in Jakarta, Indonesia · Remote / Work from Home with Travel expected · 20-25M IDR · 6 months contract with opportunity to extend

Who we Are

Atma Connect/Saka Warga is a 20-person not-for-profit building digital infrastructure for community resilience in Indonesia. Our platform AtmaGo has reached over 16 million people, and our Resilient Community Coach (RCC) Platform uses AI coaching to help Indonesia Red Cross' grassroots disaster volunteer teams prepare for and respond to natural disasters — making local resilience visible, connected, and self-sustaining.

The Opportunity

We've proven the model in the field and secured partnerships with leading Disaster Response Organisations. Now we're building for national and international scale and need someone to own the relationships that will get us there. As Partnerships & Institutional Strategy Lead you will be the bridge between the RCC product and the ecosystem of institutions — Disaster Response Organisations, government bodies, NGOs, and donors — that determine how far and fast we grow. You'll report to the Director of Product and Strategy.

What You'll Do

Partnerships & Business Development

- Build and manage trusted relationships with Indonesia Red Cross and other Disaster Response Organisations at national and branch level, ensuring they feel supported, heard, and confident in the RCC partnership — and positioned as a reference site for expansion
- Map the broader disaster resilience ecosystem (government agencies, BNPB, BPBD, NGOs, CSR, universities, funders) and develop strategies to embed RCC beyond the current pilot
- Track and communicate the key impacts and findings from the Indonesia RCC pilot to engage new partners and identify types of funding available to sustain support.

- Build national awareness through conferences, presentations, and social media; explore adjacent opportunities where the RCC model applies
- Identify along with Red Cross and disaster ecosystem priority expansion locations and goals,
- Identify key international expansion opportunities and partnerships.

Fundraising & Product

- Identify and pursue funding opportunities — grants, philanthropists, institutional donors — and support grant applications, bringing Indonesian partners in as joint bidders
- Gather feedback from institutional partners, translate it into product requirements, and help prioritise the roadmap for adoption and scale

Who We're Looking For

A self-starter who builds trust naturally and is able to build lasting and strategic partnerships to grow use of the RCC product in communities throughout Indonesia, and increase financial support for its expansion. You thrive in ambiguous, high-impact environments and are motivated by mission, and outcomes.

Essential:

- Excellent English; experience working with government organisations, NGOs, or institutional partners in Indonesia; account management or partnership development background; experience developing relationships towards new business development and closing new contracts with partners; confidence operating independently from home and representing the organisation at senior levels

Valued:

- Existing networks in the Indonesian disaster resilience sector including with Indonesian Red Cross (PMI), BPBD, BNPB, etc); experience developing relationships towards new business development and closing new contracts with partners;; grant writing experience; Bahasa Indonesia fluency
- Network in international and business sectors.

What We Offer

- Fully remote — flexible and trust-based
- Real autonomy at a pivotal moment: pilot to national to international scale
- A small, committed team where your contribution is visible

How to Apply

Send a one-page cover letter explaining why this role fits you, plus your CV, to jobs@atmaconnect.org. We're looking for someone who understands the problem, cares about the mission, and has the relationships — or the drive to build them. Please submit your application as soon as possible, we will review on a rolling basis, and the applications will close July 10, 2026.

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