



Job Announcement

Associate Director, Multilateral donor management

Post Title:	Associate Director, Multilateral donor management
Reports to:	Vice President, Head of External Relations
Location:	Geneva, Switzerland
Annual Salary:	Competitive

Background

[Medicines for Malaria Venture \(MMV\)](#) is a leading product development partnership (PDP) in the field of antimalarial drug research and development. Its mission is to reduce the burden of malaria in disease-endemic countries by discovering, developing and delivering new, effective and affordable antimalarial drugs.

Over the past 19 years, MMV has worked with an extensive network of donors, private and public sector partners, experts and clinical centres in endemic countries to develop an outstanding portfolio of antimalarial projects. Our portfolio is financed through funding from government agencies, private and corporate foundations, international organizations, corporations and private individuals.

We are currently looking for an Associate Director, Multilateral Donor Management to join our External Relations team. Under the strategic leadership of the Vice President, Head of External Relations, the incumbent will drive MMV's income generation and stewardship efforts specifically focused on current and future multilateral donors or complex donors that require a strategic engagement plan beyond the normal "call for proposal" structure. The Associate Director will be responsible for developing in-depth relationships with the identified donors and organizations, fostering understanding between all parties in order to fund and support MMV's mission.

Primary Duties and Responsibilities

- Identify new donor prospects and strengthen relationships with existing donors. This includes foundations, private and multilateral donors
- Lead prospecting on specific donor targets including intelligence gathering, mapping, relationship-building, overseeing work of consultants as appropriate leading to the development of a proposal of engagement and income objective
- Maintain strong donor stewardship programmes with assigned donors to ensure continued support and engagement with MMV
- Ensure highest level of cooperation and partnership with donors and other key MMV stakeholders

- Work cross-functionally with internal subject matter experts in the development of funding proposals, donor queries and reports
- Collaborate with MMV's communications team in the development of targeted communication materials for donor engagement
- Develop, manage and maintain key relationships with governments to appropriately influence their policies to include scientific research and development for health
- Collaborate with the advocacy unit within MMV in the development of country specific outreach that provides an opportunity to further promote or cement the vital need for ongoing drug R&D and Access investment and support

Education and Experience:

- Masters degree in business, economics, global or public health or international development required
- Minimum 5 to 7 years of relevant work experience, either bilateral/multilateral work with private or public donors or pharmaceutical industry experience in policy/partnership-development/government relations
- Excellent track record of meeting ambitious goals, building relationships and leading multi stakeholder projects
- Well-versed in international development issues with health experience preferred
- Skilled public relations strategist with significant international experience

Technical Skills:

- Fluency in English with an additional language
- Excellent written and verbal communication skills; able to master complex issues and convey information with clarity and conviction to audiences of all sizes

Behavioural Skills:

- Proven project leadership capabilities as well as strong collaboration and presentation skills with a commitment to the collective output of a team
- Very strong strategic skills
- Ability to build strong relationships and lead by influence
- Ability to communicate with a wide variety of audiences including experience in direct communication with donors
- Excellent organizational skills with the ability to manage multiple priorities and projects simultaneously
- Proven ability to work effectively in a team environment and cross-functional matrix structure
- Flexible and able to manage a dynamic internal and external environment
- Willing to travel extensively, consistent with the job requirements (30%)

To Apply

To apply for this post, please send a letter of application stating the skills and approach that you would bring to the role along with your CV/resume (no photos) in English in strict confidence to the following email: mmv77988-mm70075@applications.recruiterbox.com

Or directly through the opening url in the application section:

<https://mmv77988.recruiterbox.com/jobs/0a0cd0a24da848c48f73a1b9a306fe59>

This is rolling process and applications will be evaluated upon receipt