

## Job Announcement



### Senior Advisor, Government Partnerships

<b>Location:</b>	Europe
<b>Reporting to:</b>	Head of Government Partnerships
<b>Annual salary:</b>	£46,000 - £68,800 GBP
<b>Contract type:</b>	Permanent
<b>Working hours:</b>	Full-time
<b>Candidate level:</b>	Experienced non manager

#### **Background**

[MSI Reproductive Choices](#) is one of the world's leading providers of sexual and reproductive healthcare. We believe that everyone should have the right to choose. From contraception to safe abortion and life-saving post-abortion care, we are committed to delivering compassionate, affordable, high-quality services for all.

Today, our organisation has over 9,000 team members working in 37 countries across the world. Our success lies in the fact that MSI teams are locally led, entrepreneurial and results-driven, and are passionate about delivering high quality, client-centred care in their own communities. As a social business, we focus on sustainable delivery, efficiency, and funding models that are built to last, so that the women and girls we serve today will have a choice in the future.

We know that access to reproductive choice is life changing. For some, it can mean the ability to complete an education or start a career. For others, it means being able to look after the family they already have. For everyone, it means the freedom to decide their own future, creating a fairer, more equal world.

#### **Purpose of role**

The Partnerships & Philanthropy (P&P) division draws together MSI's donor engagement, relationship management, and project stewardship resources. The main remit of the division is to secure the donor funding critical to deliver MSI's ambitious 2030 strategy goals, ensuring the high-

quality stewardship of existing relationships, and compliance with contract deliverables. The function brings together three sub-teams: the Government and Multilaterals team (managing existing grants and contracts and positioning for government funding), the Programme Design and Development team (building programme design for new and future programmes), and our Private Philanthropy and Foundations team, including the US fundraising office. The P&P division handles existing grants and contracts, maintaining and developing the relationships which underpin these, while generating additional funding via new relationships, especially philanthropic, HNWI's and private giving.

This is a mid-level role within MSI's Government and Multilateral (GML) team that sits within P&P. The GML team has responsibility for relationships with MSI's government and multilateral donors, and stewardship of those donors' global and bilateral contracts and agreements, including multi-country programmes. The team's portfolio includes funding from North American and European government donors and UN agencies.

### **Primary responsibilities**

#### **Fundraising**

- Work with the Head of Government Partnerships to deliver towards MSI's ambitious global funding strategy and achieve donor specific fundraising goals.
- Specific account management responsibility for a portfolio of government donors (to be agreed).
- Be responsible for donor engagement at the European level while also working with country programme colleagues on national level engagement strategies.
- Collaborate with the Head of Government Partnerships to identify, cultivate, and work with existing and emerging government donors and partners. This includes building new and maximising existing relationships to identify new opportunities to expand MSI's donor base and sources of funding.
- Conduct strategic leadership of MSI's upstream influencing of existing and emerging donor government audiences (to be defined) with a view to increase resourcing and prioritisation of Sexual and Reproductive Health and Rights (SRHR) including contraception and safe abortion services.
- Liaise with and support the Programme Design and Development Team (PDD) to develop successful bids and proposals for selected donors, in partnership with other MSI colleagues.
- Work with MSI regional teams and advocacy colleagues, and MSI country programmes (CPs) to identify key opportunities and messages to provide support to enhance country level relationships with current or emerging donors.
- Collaborate with colleagues across the MSI partnership to monitor policy processes and developments relevant to MSI, and support the development of internal MSI positions to ensure continued leadership of, and alignment with, the wider sector.

## **Donor engagement**

- Lead strategic engagement with key governments and take accountability for the implementation of the engagement strategies necessary to deliver against MSI's global fundraising strategy.
- Lead MSI's engagement with key existing and potential government donors (donors to be confirmed) and build and manage relationships to position MSI as the 'first port of call' when government funders consider contraceptive and safe abortion service delivery and technical excellence.
- Be a conduit for transferring knowledge and learning from MSI's programming, both to donor partners across the sector, and from key European donors and the wider sector into the MSI global partnership.
- Work with the Head of Government Partnerships and other P&P and MSI colleagues to identify and cultivate relationships with governments with whom MSI has not traditionally built successful long-term relationships, despite their interest in SRHR.

## **Partnerships**

- Proactively engage and serve as a key resource to increase awareness of MSI's global impact and results with strategic partners and individuals.
- Support the transfer of knowledge, documentation, and dissemination of learning, best practices, case studies, and successful strategies in relation to MSI's policy engagement.
- Support colleagues to increase MSI's international visibility and profile, through strategic engagement with national governments, NGO partners, and donor networks in collaboration with other teams in P&P, MSI's Global Communications teams, regional teams and advocacy colleagues.
- In alignment with advocacy team members, cultivate, strengthen and nurture constructive and positive relationships with a wide range of financial, political, and technical partners, including funders, national decision makers and influencers, policy makers, academic institutions, opinion leaders and other partners as champions to advance universal access to contraception and safe abortion.
- Develop partnerships in new sectors to expand MSI's reach, including making arguments for how SRHR intersects with issues such as climate change, gender, youth, and nutrition, and build the business cases for forming partnerships to support these efforts.
- Develop an effective network of partnerships and relationships for MSI across Europe (and key identified countries) to leverage and deliver technical, financial and other resources to support MSI's global mission.

### **Building county programme level fundraising capacity**

- Work with Country Programme colleagues to identify funding opportunities at national level, including supporting with strategic analysis of and messaging for local donor missions for current, new and emerging donors.
- Collaborate with Country Programme colleagues to draft and deliver engaging pitches and presentations to various donor audiences.
- Work with Country Programme colleagues and the Programme Design and Development Team to inform country level fundraising strategies and engagement plans.
- Take responsibility for achieving donor specific funding targets to be agreed annually and for leading and achieving successful engagement with a portfolio of donors.
- Provide specialist donor knowledge across the global MSI partnership, including the development and review of technical and commercial proposals for government and multilateral donors.
- Gather and share intelligence from the agreed donor portfolio on funding opportunities and position, influence and secure funding to deliver against MSI's global and country level funding strategies.
- Work with the Programme Design and Development Team, International Operations, and MSI country programmes to position for key funding opportunities to enhance country level relationships with relevant donors.
- Influence priority donors with MSI data and insights to maximise funding available for SRH – both from SRH-specific funding pots, and adjacent sectors.
- Support the transfer of knowledge, documentation, and dissemination of learning, best practices, case studies and successful strategies in relation to MSI's fundraising and policy engagement.
- Support relationships and engagement to increase the profile and visibility of MSI's work through strategic events, partnerships, profiling and collaboration with a wide range of partners. Represent MSI externally at conferences, presentations, panel discussions, working groups, and in in key networks and coalitions.
- Work closely with the Head of Government Partnerships and other MSI Account Managers (responsible for overarching donor relationships) to ensure donor grant relationships grow in a manner that positions MSI as the partner of choice, feeds into donor specific strategies, and advances opportunities to fund the mission and shape the sector.

### ***Experience/ Skills***

- Established network or ability to establish relationships with politicians, decision makers, and international agencies across Europe.
- A track record in successful 1) fundraising and engagement with donors, senior policy makers and civil society with clear outcomes (SRHR experience preferred) and 2) legislative and

policy engagement with policy makers, parliaments, and decision makers (5 years plus experience).

- Excellent communication skills, including exceptional verbal and written English with the ability to organise and present information in a compelling way.
- Experience of International development, ideally in securing funding for both service delivery and advocacy programmes.
- Demonstrated ability to conduct donor policy analysis and produce briefs, factsheets, and messaging.
- Strong analytical and strategic skills.
- Ability to travel regularly within Europe, the USA, and Sub-Saharan Africa.
- Ability to work independently and proactively.
- Full working proficiency in another European language.
- Experience and knowledge of global health or an allied thematic area is also desirable.

### ***Personal traits desired***

*We recruit talented, dynamic people with diverse backgrounds and experiences, all united by a belief in our mission and a focus on delivering measurable results. We're proud to be an equal opportunities employer and are committed to creating a fully inclusive workplace, where everyone feels able to participate and contribute meaningfully. You must be open-minded, curious, resilient, and solutions-oriented, and be committed to promoting equality, and safeguarding the welfare of team members and clients alike.*

- You will be a self-starter, with the initiative, drive and ability to influence different donors and teams across the MSI Partnership.
- You will be results oriented and have a maturity of approach that comes from your previous experience.
- And will be a strong people communicator, ready to work in both face to face as well as remote working situations.

### **To apply for the post**

Please send a letter of application stating the skills and approach that you would bring to the post with your CV/resume (no photos) in strict confidence by email only to Ruth Gardner [ruth@darylupsall.com](mailto:ruth@darylupsall.com).

Please ensure they are sent as word or PDF documents with the titles "*your name cover letter*" and "*your name CV*". Please put "*MSI -Senior Advisor*" in the email subject line.

**The deadline for application is Sunday 7th of May 2023**

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