

General role information	
Job title:	Regional Fundraising Manager
Reporting to:	Head of Government Partnerships (London)
Salary band:	17 These are UK rates – if based internationally then local rates apply”
Notice period:	1 month (18 month Fixed-Term Contract)
Career band:	6
Budget responsibility?	No
Direct reports?	No
Client facing role?	No
About MSI Reproductive Choices	
<p>At MSI Reproductive Choices (MSI) we are unapologetically pro-choice. We believe that every woman has the right to make choices about her own body and her own future. As one of the world’s leading providers of contraception and safe abortion care, we give women the means to do so. Our team members, working across 37 countries, provide high quality, safe services to women, when and where they need them. Because when a woman can determine her own future, she can contribute to creating a better, more sustainable future for everyone.</p> <p>MSI is committed to safeguarding: promoting the welfare and safety of everyone involved in the delivery or receipt of sexual and reproductive health services, especially children, young people and vulnerable adults. We are committed to ensuring diversity, and equality for all within our organisation and encourage applicants from diverse backgrounds to apply. We expect all staff and post holders to share our values and commitments.</p>	
About the department & team	
<p>The Partnerships & Philanthropy (P&P) department combines MSI’s relationship management, donor fundraising, and project stewardship teams. The department has been set up to inspire and engage donors to invest in the delivery of MSI’s ambitious 2030 strategy goals, while stewarding existing donor relationships and delivering high quality programmes management.</p> <p>The department handles approximately £150mn of existing grants and contracts, maintaining and developing the relationships which underpin these. It brings together the combined expertise of the Government and Multilaterals (GML) and Programme Design and Development teams (PDD), together with MSI’s private philanthropy and fundraising teams, including MSI’s US fundraising office.</p>	

This role will be based regionally in either East/Southern Africa or West/Central Africa, and will be a critical part of the Government and Multilaterals team mentioned above. The role will report into the Head of Government Partnerships, who is based in London

The role

In line with MSI's new global 10-year strategy, *MSI2030*, MSI's country programmes (CPs) have developed national strategic plans that outline their goals and business objectives. Building relationships with existing and new donors, mapping opportunities for funding, and creating new partnerships will be essential to ensure adequate funding is available to achieving the goals of *MSI2030*.

The Regional Fundraising Manager will play a significant role in working with MSI regional teams and CPs to develop, improve and implement country-level fundraising strategies, and positioning with donors and potential partners to influence and build new grant funding opportunities. The role will have a strong capacity transfer and training function, working closely with regional teams to analyse regional strategies and funding gaps, disseminate learning, and build communities of practice. The Regional Fundraising Manager will also work with MSI's government and foundation donor leads to leverage MSI's global donor engagement strategies to maximise opportunities for bilateral funding opportunities.

MSI CPs capacity to frame our work, develop messaging and presentation materials and manage relationships with donors varies across the Partnership. To maintain and increase MSI's funding base, CPs' will increase their engagement with donors and partners at country level and develop the relationships, messaging and materials necessary to communicate the value add of MSI's work. This role will be key in improving country-level fundraising, and embedding a fundraising culture and skills at country level within the MSI partnership.

Key responsibilities

- **Lead development of country fundraising strategies** for MSI country programmes. Work closely with country programmes to identify specific fundraising goals and actively monitor associated timelines and milestones for increasing donor funding. Prioritisation of country programmes will be based on strategic plans, funding need and other considerations guided by regional teams.
- **Diversify donor funding sources:** work with humanitarian and climate leads to translate MSI fundraising strategies in these sectors to MSI country programmes, developing messaging and pitch materials while integrating with broader donor engagement strategies.
- **Increase capacity building resources available for in-country fundraising efforts:** work closely with donor leads to develop capacity building tools and templates e.g donor messaging guidance, draft pitch documents, presentations, fundraising strategy templates, etc. for donor and partner engagement.
- **Share experience and templates with colleagues across the organisation,** so that models and best practice for in-country fundraising can be identified and rolled out to all relevant MSI country programmes.

- **Strengthening fundraising capacity at country level:** work with Country Directors and regional teams to identify fundraising skills needed. Develop and roll out training on fundraising (online and in-person) to be accessible to country programmes across the MSI partnership.
- **Support MSI's role as a key influencer at country level by transferring knowledge and learning** from MSI's programming both internally and from the wider sector across the MSI global partnership.
- **Integrate donor fundraising strategies with other income generating strategies:** work with business leads to ensure donor fundraising strategies are aligned with other income generating efforts (such as national and private insurance, government contracting, corporate partnerships etc)

Please note that you may also be required to carry out reasonable additional ad-hoc duties at the request of your line manager.

Please read this document in conjunction with the person specification for the role.

Signature

By signing below, you indicate that you have read and agree to this job description.

Full name:

Signature:

Date: