

### General role information

<b>Job Title:</b>	Advisor, Government Partnerships
<b>Reporting to:</b>	Associate Director, Government Partnerships
<b>Salary Band:</b>	Salary Band 15
<b>Notice period:</b>	3 Months
<b>Budget Responsibility?</b>	No
<b>Direct Reports?</b>	None

### About MSI

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 too.

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.

### The role

The Advisor, Government Partnerships is a new role supporting MSI's engagement and fundraising, primarily with European government donors.

MSI has both longstanding and significant funding, together with established relationships with European government donors and networks. We are seeking a proactive, pro choice fundraiser whose experience of European government donor engagement will enable them to build on these relationships and position MSI as a partner of choice for government donors. A critical part of the role will be identifying and supporting new funding opportunities within both our existing and emerging government donor base.

Working closely with the Associate Director, Government Partnerships, the Advisor will

#### Fundraising

- Support delivery of MSI's ambitious 2023-2025 global funding strategy, including donor-specific fundraising goals
- Support MSI's upstream influencing of existing and emerging donor government audiences with a

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view to increase resourcing and prioritisation of Sexual and Reproductive Health and Rights (SRHR) including contraception and safe abortion services.

- Work closely with the Programme Design and Development Team (PDD) to develop successful concept notes 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, messages and providing support to enhance country level relationships with current or emerging donors
- Work with colleagues across the MSI partnership to monitor donor 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**

- Support strategic engagement with key governments and accountability for the implementation of the engagement strategies necessary to deliver against MSI's global fundraising strategy
- Act as a conduit for transferring knowledge and learning from MSI's programming both to donors partners across the sector, and from key European donors and the wider sector into the MSI global partnership.
- Work with the Associate Director, Government Partnerships and other 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**

- 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.
- Develop an effective network of partnerships and relationships for MSI across Europe to leverage and deliver technical, financial and other resources to support MSI's global mission, including the development of partnerships in new sectors

#### **Building Country 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
- Work with CP colleagues to draft and deliver engaging pitches and presentations to various donor audiences, and input into country level fundraising strategies and engagement plans

### **Key Responsibilities**

- Support successful engagement with government donors (with a focus on European governments)
- Providing specialist donor knowledge across the global MSI partnership, including to position for bids 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, position, influence and secure funding to deliver against MSI global and country level funding strategies
- Work with PDD, International Operations and MSI country programmes to position for key funding opportunities to enhance country level relationships with relevant donors.

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- 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, press conferences, committees, working groups, and other meetings. Represent MSI in key networks and coalitions as identified.
- Work closely with the Associate Director, Government Partnerships and other donor 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, advances opportunities to fund the mission and shapes the sector

## Key Skills and experience

To perform this role, it is **essential** that you have the following skills:

- Established network or ability to establish relationships with European government donors and European SRH/partner networks
- A track record in successful fundraising and engagement with donors, senior policy makers and civil society with clear outcomes (SRHR experience preferred) (3 years plus experience)
- Excellent communication skills - excellent verbal and written English communication skills and ability to organise and present information in a compelling way
- International development experience : 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, to the USA, Sub-Saharan Africa
- Ability to work independently and pro-actively
- Full working proficiency in another European language (preferred)
- Experience and knowledge of global health or allied thematic areas also desirable
- Being prochoice is essential for everyone working with MSI

## Formal Education/Qualification

- Degree in related subject

## Personal Attributes

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.

**For this role, we're looking for an individual who is a self starter, a strong people communicator,**

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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. You will work in both face to face as well as remote working situations

If UK based, MSI has a very flexible hybrid working policy, which requires a minimum of 2 days in the office in central London with the rest of time home based, if preferred.

### Our Values

**Mission Driven:** With unwavering commitment, we exist to empower women and men to have children by choice not chance.

**Client Centred:** We are dedicated to our clients and work tirelessly to deliver high-quality, high-impact services that meet their individual needs.

**Accountable:** We are accountable for our actions and focus on results, ensuring long term sustainability and increasing the impact of the Partnership.

**Courageous:** We recruit and nurture talented, passionate, and brave people who have the courage to push boundaries, make tough decisions and challenge others in line with our mission.

**Resilient:** In challenging situations, we work together and support each other, adapting and learning to find solutions, whatever we're up against.

**Inclusive:** We believe that diversity is a strength. We all play our part in creating a culture where every team member can thrive, feel valued and contribute meaningfully to our mission, and where all our clients feel welcome and supported.

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:**