

Job Framework: Associate Director, Government Partnerships



General role information

Job Title:	Associate Director, Government Partnerships
Reporting to:	Senior Director, Global Programmes and Philanthropy
Salary Band:	£54,000-£63,500
Notice period:	3 months
Career Band:	18
Budget Responsibility?	Yes
Direct Reports?	Yes
Client facing role?	No

Introduction:

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- centered 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 Associate Director, Government Partnerships will lead MSI's strategic engagement with European government donors and will be accountable for securing income from European governments.

MSI has established, longstanding, and significant funding relationships with a range of European government donors (including Denmark, Finland, Germany, Netherlands, Norway and Sweden) and networks. We are seeking a seasoned and dynamic leader with extensive experience of European government donor engagement and fundraising to build and consolidate these funding relationships to position MSI as a partner of choice for government donors, identify and secure new funding within both our existing and emerging government donor base. A significant focus of the role is to increase MSI's visibility and influence with these donors through leading MSI's strategic donor engagement at both MSI's global support office and country programme levels. This is not a traditional new business role. While you will be working with colleagues on timely and quality written submissions to a range of

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donors, this role is about positioning, influence and creating new funding opportunities.

Key Responsibilities

- Accountable for delivery of European donor government funding goals to support MSI's fundraising strategy
- Lead MSI's upstream influencing of existing and emerging European government donor audiences with a view to increase resourcing and prioritisation of contraception and safe abortion services.
- Lead MSI's relationships with existing European government donors (including Denmark, Finland, Germany, Netherlands, Norway and Sweden), building and managing relationships to position MSI as organisation of choice for contraceptive and safe abortion service delivery and technical excellence.
- Identify and secure new funding opportunities within both our existing and emerging European government donor base. This includes building on already established relationships, and horizon-scanning to identify new opportunities to expand MSI's donor base
- Support Global Funding team and country programme colleagues to position and develop successful bids with European government donors
- Increase MSI's visibility and profile in European donor and partner networks and forums, in collaboration with advocacy team colleagues
- Work closely with colleagues across the Global Funding team to explore new sectors, partnerships and opportunities to expand MSI's reach, and build funding partnerships to support these
- Position MSI as a key influencer by transferring knowledge and learning from MSI's programming to donors and partners across the sector, and from key donors and the wider sector into the MSI global partnership.

Key Skills and experience

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

- Demonstrated leadership experience and team management at a senior level
- Demonstrated knowledge of the key issues and debates related to sexual and reproductive health rights
- Established network with European government donors (including the current MSI funders listed above), sector decision-makers and SRH/partner networks

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- Proven track record in successful government fundraising (£5m+ awards) through engagement with government donors, senior policy makers and civil society with clear outcomes
- Excellent verbal and written English communication skills and ability to organise and present information in a compelling way to a range of internal and external audiences.
- Experience in mentoring and supporting country programme and MSI's Global Support Office colleagues to lead donor engagement efforts, such as pitching, presentations and donor facing document reviews
- Demonstrated ability to meet deadlines, perform under pressure and a reputation for consistently delivering results to a high standard
- Able to inspire and facilitate cross-disciplinary collaboration to advance MSI's global mission
- Strong analytical and strategic skills
- Full working proficiency in another European language (preferred, ideally French)

Formal Education/qualification

- Educated to degree level
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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:

- Pro choice
- Committed to the welfare of team members and clients, with a focus on traditionally marginalised groups
- Able to role-model inclusive and culturally appropriate attitudes and behaviours
- Ability to flourish in a results driven culture, while managing competing priorities
- Demonstrates expected MSI team member behaviours
- Pro MSI philosophy of social enterprise and cost recovery
- Ability to travel up to 12 weeks a year
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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.

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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.

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

Full Name:

Signature:

Date:

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