Job Framework:

Director, Global Strategic Partnerships

General role information	
Job Title:	Director, Global Strategic Partnerships (UK)
Reporting to:	Senior Director, Global Funding, Innovation, and Impact (UK)
Salary Band:	BG12
Notice period:	3 months
Budget Responsibility?	Yes
Direct Reports?	Yes
Client facing role?	N/A

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

MSI needs an experienced and ambitious strategic partnerships leader to establish our new Global Strategic Partnerships team. Building on significant success with our existing strategic funder partners, they will deepen those partnerships and add at least 1-2 additional strategic funding partnerships by 2030. They will play a key role in advancing MSI's brand and reputation through the lens of our high impact relationships – positioning MSI as one of the lead go-to INGOs for partners looking for audacious, bold, sector - shaping innovators and acting as a public advocate on the reasons why MSI is highly valued in this way.

MSI's high-performing team has successfully grown relationships and funding portfolios with 2-3 large, impact-focused foundation funders, who collectively contribute £50m+/year to MSI's donor funding and view MSI as their SRHR partner of choice. We are looking for a dynamic leader with a deep understanding of impact-focused funding, extensive connections across the social impact landscape and a track record of growing strategic funding partnerships with large, complex and highly engaged funders at the £10m+/year level, who can take MSI's strategic funding partnerships to the next level, positioning MSI for growth and mission impact in a rapidly evolving funding landscape. Aligned with MSI's own

blended social business delivery model, new strategic partners may come from a range of sectors including foundations, corporates, donor advised funds or public-private initiatives.

Key Responsibilities

- Establish a new Strategic Partners group within MSI and shape MSI's Strategic Partners strategy: identifying key opportunities, goals, tactics and focus of effort. You will mobilise key MSI stakeholders to support this strategy.
- Deepen and grow current strategic funder relationships, ensuring that the systems, strategy and leadership are in place to drive gold-standard programme delivery and donor engagement, and taking our current partnerships from excellent to outstanding.
- Identify, cultivate and secure new strategic funder partners, drawing upon your own extensive sector relationship and experience alongside MSI's internal prospect research, business development and funder network resources
- Increase MSI's visibility, reputation and credibility in the social impact sector, guiding MSI on how and where to show up differently – working closely with the comms, marketing and external relations teams
- Identify and drive cross-cutting approaches to strengthen how we deliver and message our work with current and potential strategic funders, including data and evidence, digital transformation and learning from others in the social impact sector
- Lead a high-performing and effective team of 10 staff managing existing strategic funder programming and relationships .
- Optimise the leverage and benefits to MSI of our Strategic Partners in achieving MSI's other funding, advocacy and programmatic goals.

Key Metrics

- £50m/year strategic funder portfolio increased to £75m/year by 2030 through increased commitments from existing funders and securing of 1-2 additional funders at the £10m+/year level.
- Significant advancement in MSI's reputation and status as a leading high-impact exemplar of global delivery.

Key Skills

To perform this role, it is <u>essential</u> that you have the following skills:

- Deep understanding of social impact funder priorities and ways of working, especially those focused on maximising impact at scale.

All MSI Reproductive Choices job framework is subject to a language neutrality test prior to approval and we're always looking for new ways to make our recruitment process as fair and unbiased as we can. If you'd like to provide feedback on MSI Reproductive Choices recruitment process, please do so via email to recruitmentinbox@msichoices.org

- Proven ability to network, engage and co-create new high impact global partnerships at the highest level.
- Ability to work confidently across teams to accelerate delivery of priority, cross-cutting initiatives that meet the needs of strategic funders/corporate partners.
- Excellent communication skills - excellent verbal and written English communication skills and ability to organize and present information in a compelling way for a social impact leadership audience
- Strategic thinker with evidenced ability to influence funder future direction and maximise the alignment of funder and MSI strategies
- Strong coaching and capacity building skills

Key Experience

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

- Experience of securing and leading durable strategic funder partnerships at the £10m+ level
- Extensive network amongst international social impact funders and implementers
- Experience of leading and motivating high-performing teams
- Experience of working for or in partnership with a service delivery social impact organisation (the successful candidate may have worked on the funder side or implementer side)
- Excellent communication skills, including significant flair in written communication and a strong understanding of visual modelling and graphical representation of ideas. They will demonstrate the ability to shape responses to technically complex problems and ideas, whilst also being able to simply summarize the core concept/s.

Formal Education/qualification

- No formal educational requirement, qualification through experience is sufficient for the role

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:

- Strong leadership skills: advanced abilities to communicate, listen and collaborate
- Creative, curious and open minded. Able to approach problems and opportunities from multiple vantage points
- Strategic and hands-on: able to personally craft and drive high calibre outputs.
- Results-driven, and ruthlessly time efficient: able to lead respectful collaboration with meaningful input, but without creating long or labour heavy processes.

- Fast moving and energetic
- The successful candidate will based in our GSO London office.

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.

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

Full Name:	
Signature:	
Date:	