



malaria NO MORE united kingdom

WE EXIST TO MAKE
MALARIA NO MORE

Dear applicant,

The eyes of the world have been on the covid pandemic for the last 18 months, but there is another global health threat, malaria, that has impacted and killed hundreds of millions of children, women, men, over centuries and continues to do so today. The tools to eradicate this disease in the next 20 years already exist. The challenge is to persuade the world to focus on taking the action needed to end malaria, saving millions of lives.

Malaria No More UK is a small but agile organisation, globally recognised for our world-class communications, strong advocacy networks, high impact partnerships, and powerful cross-cutting relationships all directed towards ending malaria permanently.

We have recruited influential ambassadors including our new President HRH The Prince of Wales, global superstar David Beckham, Nigerian singer and activist Yemi Alade, and Kenyan Olympic Gold Medallist Eliud Kipchoge. We are known for being creative and ambitious in our approach and are a significant thought leader in the global malaria community.

Core support from the Bill and Melinda Gates Foundation, together with a growing number of influential partnerships with philanthropic foundations, global health companies and a creative collective of international media houses and advertising agencies has significantly increased over the last five years, as our role of convener and catalyst for the malaria campaign has become ever more critical.

Malaria No More UK's principal mission is to inspire global partnerships, dynamic leadership, and commitment to action to help eradicate malaria within a generation. Over the next two years we are determined to make our contribution to the commitment to halve malaria across the Commonwealth (a commitment we secured in 2018 from all 53 Commonwealth leaders whose countries represent over half the people living with malaria worldwide) and put the world back on track to ending it once and for all.

Our focus going forward will be on amplifying and expanding on the achievements of our award-winning advocacy and communications campaigns which reached over two billion people and inspired action by Heads of Government, CEOs and global changemakers.

MNMUK is seeking a **Director of Philanthropy and Programme Partnerships who is able to drive our programme development, organisational case for investment and sustainable financial growth**. If you're excited by building out from our powerful core partnership with the Bill and Melinda Gates Foundation to create similar programmatic-based partnerships with major funders then we'd love to hear from you.

We are looking for someone who has a passion for building new projects and winning new business. We're not overly concerned about the length of your experience or if you've been a director before. We're not looking so much for 'traditional' fundraising experience. **What matters to us is that you show a track record of achieving serious income growth, of developing innovative and pioneering projects in the international development space, and of building enduring and productive relationships with sophisticated major funder/partners.** Equally, that you have the interest and ability to not only raise the funding, but also work with our communications and advocacy teams to help design and create the programmes with our major partners. If you are motivated by our ambition and think you can apply your skills and experience to join us in being a force for ending the deadliest disease in history, then please read on.

James Whiting
CEO, Malaria No More UK

Introduction to the role

Job title: Director of Philanthropy and Programme Partnerships

Reports to: Chief Executive

Location: Home based with travel approx. 1-2 days a week to London or Nairobi (our two offices)

We are a small hard-working organisation with ambition. Every member of our team contributes to winning the fight to ending malaria, saving millions of lives and eradicating the poverty that this disease causes to so many. Over the past 10 years we have:

- Trebled the UK government's malaria investment to make it the second largest donor in the world.
- Hosted the Malaria Summit in 2018 alongside the Commonwealth Heads of Government meeting, delivering \$4.1bn of investment to the global fight from governments and a commitment from 53 leaders to halve malaria in 5 years.
- Launched the Malaria Must Die 'Voice Petition' in 2019 to act as a driving force for the Global Fund to Fight Aids, TB and Malaria, helping to raise a historic \$14bn.

We are establishing ourselves as a bi-nodal organisation based in the UK and Africa. **We are looking for an exceptional leader to establish the strategic programmatic and growth partnerships that will enable us to deliver our bold organisational strategy.**

An analysis of MNMUK's emerging role within the fast-changing Africa development landscape, has identified **a need for the organisation to strongly set out its advocacy and communications within a programmatic context.** At the same time, our future income opportunities show the most significant and **immediate area of potential growth to derive from institutional and foundation-based funding** where strong programmatic design and impact is a pre-requisite.

Our focus will involve building on relationships with the likes of the Bill & Melinda Gates Foundation, GiveWell, Crown Prince's Court and GLIDE – alongside developing deeper aligned strategic partnerships and initiatives with other major funders working in the global health community and intersecting themes such as NTDs, gender and media for development.

We are looking for someone with results in **winning new business for development programmes from major institutions – ideally working for organisations where advocacy, media and communications play an important role.** Someone who can lead us through a process of **programme design, as well as the vision, complexity and rigour required to win investment.** A strong network of contacts in the international development field, in particularly beyond the traditional malaria funders, would be warmly welcomed.

The candidate will be an inspirational leader who will manage a diverse and passionate five strong Philanthropy & Partnerships Team. Alongside this priority focus on institutions, the team will sustain and grow strong successes with the private sector – including full value partnerships with Fever-Tree, GSK, MMV and Rentokil Initial. As our work deepens in Africa there is also the potential to consider the role of local private sector and philanthropy investment in our emerging hub model.

Role description:

Director of Philanthropy and Programme Partnerships

Drive the organisational investment and sustainable financial growth for MNMUK's evolution to delivering high impact campaigns, globally and in Africa.

Key responsibilities

- Build and develop the strategy, team and ways of working to enable MNMUK to expand its strategic, programmatic fundraising partnerships.
- Work with the Head of Fundraising to shape, develop and manage the Philanthropy and Partnerships team to be an innovative and high-performing team – whilst developing a robust and sustainable pipeline of funding opportunities, partnerships and programmes.
- Lead the process for the organisational investment cases – defining the programmatic opportunities for partnership in our new bi-nodal evolution and Africa-based campaign hubs and overseeing a winning approach to design and new business.
- Build long-term relationships with major current and potential funder/partners, determinedly expanding or bringing those partnerships to funding fruition.
- Work with partners to identify and incubate new innovative initiatives and collaborations that have the potential to scale overtime to help us achieve our ambitions.
- Work with MNMUK's Leadership team to develop the strategy, framework and roadmap for delivering and evolving a stream of sustainable programmatic partnerships.
- Drive strong working relationships across the fundraising, advocacy and communications teams to ensure global strategic partners and programmes are supported and integrated into organisational work streams.

Person Specification

- Proven track record in developing new partnerships, building programmatic /product growth and winning new business.
- Demonstrable track record of securing funding streams of at least £1m+ including through major foundations and institutions. Comfortable in supporting on fundraising from corporate partners and major donors.
- Experience from insight to delivery, of leading new, multi-purpose full-value partnerships with major donor organisations.
- Strong leadership and collaboration skills capable of bringing the wider organisation on the programmatic journey.
- Proven relationship building and influencing skills with the ability to engage with a multitude of senior level, high profile stakeholders.
- Robust understanding of international development and/or global health programmes, as well as the role of communications and advocacy to deliver impact.
- Proactive team player who actively identifies and delivers opportunities, drawing on internal and external collaborative working.
- You are an adept written and verbal communicator, able to inspire and articulate a clear value proposition as well as deliver compelling longform written proposals.
- Able to think strategically and translate this into practical engagement.
- Able to work to, and deliver against, key timelines and deadlines through prioritization.
- You have an ability to work effectively in multicultural teams with varying expertise, skills and backgrounds.
- Lived experience of malaria is a plus

Why now? The challenge and the opportunity

Malaria is one of humanity's oldest foes and the greatest killer disease in human history. Progress on reducing malaria has been significant in recent decades. Indeed, since 2000, 1.5 million cases and 7.6 million deaths averted, and two thirds of those at risk in Africa now have access to a mosquito net, compared to just two per cent in 2000.

However, despite these great efforts, progress began to stall in the final years of the last decade and the parasite is fighting back. The most recent WHO World Malaria Report, shows that now is not the time to step away from the fight, reporting more than 228 million cases in 2019, and over 409,000 fatalities. Africa carries the greatest malaria burden in the world, with 94% of all cases and deaths.

A child still dies every two minutes from malaria – that's 700 children every day - and around half the world's population remains at risk, with expectant mothers and children under five being particularly vulnerable. Every day, malaria hits the world's poorest and most marginalised communities the hardest. The cost is immense in terms of lives lost, family wages depleted, education missed, and workforce productivity drained, keeping communities trapped in a cycle of poverty they simply can't escape.

Against the backdrop of the COVID-19 pandemic, Malaria No More UK is driving an innovative strategy that commits the world's leadership to end this treatable and preventable disease within our lifetimes. We have more tools now than ever before to prevent, diagnose and treat it, and the very real and historic opportunity of becoming the generation to make malaria no more. Our challenge and yours, is to make sure these life-saving interventions get to the people that need them most.

Reaching ambitious and achievable global targets would see us save 10 million lives, avert 3 billion malaria cases and unlock \$4 trillion in economic output by 2030 alone. By working with governments, decision makers, business leaders, philanthropists, and innovators to combine efforts, together we can win the war.



OVER THE PAST FIVE YEARS, MALARIA NO MORE UK HAS:

- Acted as a powerful voice for malaria within, and on behalf of, the Global Fund to Fight Aids, TB and Malaria
- Reached over 2.4 billion people worldwide through the 'Malaria Must Die' campaign featuring David Beckham
- Reached over 1 billion people worldwide with the Draw the Line campaign launched in 2021 on behalf of the malaria community and in collaboration with many partners including dentsu international
- Created a new overarching brand – Zero Malaria – to unify the global malaria community
- Connected a powerfully diverse group of partners and orchestrated the global campaign leading to the Malaria Summit London 2018 where 53 Heads of State - representing half the world's population living under the threat of malaria - and several key donor countries, pledged \$4.1 billion and committed to halving malaria across the Commonwealth by 2023, and reducing malaria by 90% globally by 2030. This was a truly landmark moment for the Commonwealth and, if achieved, it is estimated that over 650,000 lives could be saved, and 350 million malaria cases averted.

LOOKING TOWARDS A BRIGHTER FUTURE:

Our purpose over the upcoming strategic period is:

- To inspire (1) the global leadership and (2) resources needed to:
 - Halve malaria across the Commonwealth by 2023
 - Cut malaria by 90% globally and eliminate it entirely in 35 more countries by 2030 – saving 10 million lives and averting nearly three billion cases.
- Accelerate progress towards the ultimate goal: making malaria no more.



Catalysts for change

MNMUK has been galvanising support for the malaria fight since 2009 with the UK government, the private sector and the British public., and we are now expanding our advocacy and communications reach into the African continent and beyond.

Our high-profile events with renowned figures including Bill Gates and Prince Charles, and innovative creative campaigns involving Malaria No More UK changemakers from David Beckham and Emile Sandé to Siya Kolisi and Eliud Kipchoge, have rallied people around the world, inspiring millions with our very simple message: that we can be the generation to make malaria no more.



What people say about us

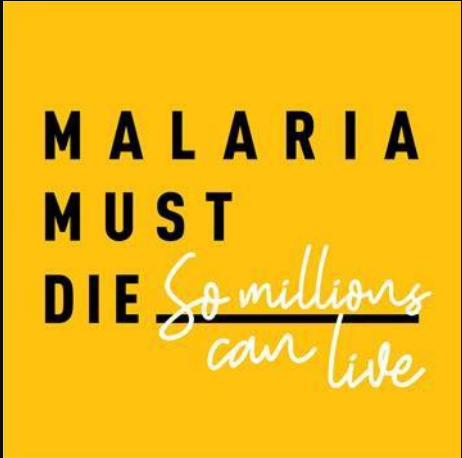
"They do not sit back and do business as usual. They are a unique consolidator of opportunities." *Global Malaria Leader*

"They will go to the top of government, of anywhere really." *Government Champion*

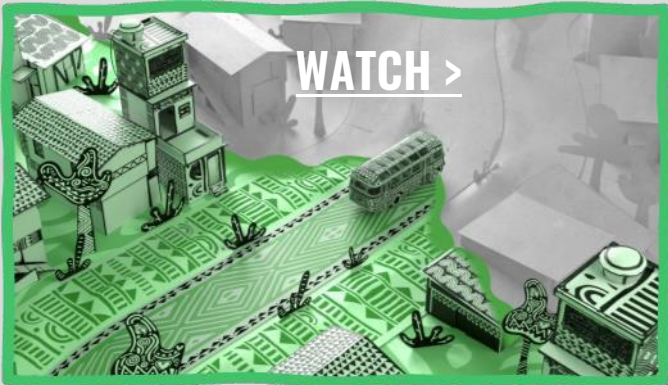
"What you accomplished was one of the most significant financial steps forward we have ever experienced." *Global Health Leader*

"Progress like this [2018 Malaria Summit] makes all of us feel like the end really can be achieved." *Global Business Leader*

CAMPAIGNS



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To apply:

Please send your CV and a covering statement as to your suitability for the role by email addressed to the CEO on:

response@peridotpartners.co.uk

CLOSING DATE: 9am Monday 18th October 2021

If you would like to discuss this role further, please contact Simon Callaghan at Peridot Partners, our recruitment consultants on simon@peridotpartners.co.uk or 07702 678 658.