



malaria NO MORE united kingdom

**WE EXIST TO MAKE
MALARIA NO MORE**

ABOUT MALARIA NO MORE UK



Malaria has been described as the oldest killer disease in history; even now, despite recent progress, it claims the life of a child every two minutes.

Malaria No More UK is part of a global movement that is determined to make this the generation that ends malaria for good.

To realise this vision, we need to mobilise governments, influencers, businesses and the public, inspiring them to commit funds, energy and resources to ending deaths from malaria and wiping out the disease for good.

Since 2000, the world has made enormous strides in the fight against malaria. The global malaria fight is becoming the biggest public health success story in history, and we are determined to maintain momentum in spite of the effects of Covid.

SENIOR MANAGER, PROGRAMMES AND PARTNERSHIPS

LOCATION: London or Kenya - Hybrid working - 1-2 days in the office or at partner meetings

CONTRACT: PERMANENT (Interim options can also be considered at organisational discretion)

HOURS: FULL TIME

SALARY: £48500 - £53000 per annum dependent on experience (or equivalent in US\$ if Kenya based)

REPORTS TO: Head of Philanthropy and Partnerships

ROLE SUMMARY

The focus of the Senior Manager, Programmes and Partnerships will be to secure funding that will extend the reach, enable impact and contribute to the financial sustainability of MNMUK as it drives towards accelerating malaria eradication globally and particularly in Africa, contributing significantly to doubling our income over the strategic period.

As part of the Philanthropy and Partnerships team and working with colleagues across the organisation (including from the Africa, Advocacy, and Communications teams), this role will be to identify, cultivate, and convert the partnerships and pipeline that generate funding and enable MNMUK to deliver world-class communications, strong advocacy networks and high impact partnerships designed to accelerate an end to malaria.

MNMUK is looking for an experienced candidate with a strong track record in partnership development, income generation and programmatic implementation, ideally with a background in public health and experience of working in Africa. The role will support the Philanthropy and Programme Partnerships Director to lead the business development of MNMUK's programmes with global foundations and institutions - including day to day management of the organisation's largest funder(s). This role works as part of the hugely effective Philanthropy and Partnerships team which additionally focuses on corporate and philanthropic giving.

This is an exciting opportunity for someone who is passionate about building creative and effective partnerships that can bring about real change in the world. The organisation has big ambitions for the next 3 years and this is the ideal time to join the team.

PRIMARY RESPONSIBILITIES – Income Generation

- Work alongside the Director of Philanthropy and Programme Partnerships and Head of Philanthropy and Partnerships to build and convert a pipeline of institutional and large trust and foundation donors, securing multi-year and multi-country funding.
- Monitor, analyse and review industry trends and developments, identifying networking opportunities and building relationships with new funding partners; in order to continually re- generate the pipeline.
- Lead processes to design and deliver detailed business cases - from concept note to full application
- that meet income targets for institutions whilst delivering against organisational priorities. Develop measurement frameworks and budgets with team support to then finalise with colleagues in support functions.
- Contribute to income and pipeline monitoring and reporting to ensure accurate financial forecasting across the organisation.
- Collaborate on partner engagement alongside all MNMUK teams through effective use of systems to track interaction, share funder / partner insights and opportunities, and provide updates and briefings to the Director of P&P and Leadership Team - and externally where appropriate
- Support partnership development and stewardship by creating useful fundraising materials and tools (e.g. donor briefings or fundraising / impact / communications products) for meetings, events, and at the request of the Leadership Team.

SECONDARY RESPONSIBILITIES

Grant Management

- Support excellent working relationships management with key funding partners – in particular the organisation's principal donor(s).
- Support grant management for major organisational funds – ensuring communications, programmes, and advocacy colleagues have access to information and tools that enable delivery against donor commitments, and leading engaging and effective narrative and MEAL reporting.

Insights and Learning

- Develop insights into how current and prospective partnerships can most effectively advance progress against our objectives – advocacy, communications and fundraising.
- Identify priority potential partners to deepen our engagement in the global health space
- Provide regular insight papers to capture and disseminate learning from existing programme partnerships and initiatives that are accessible to a range of internal and external stakeholders

Team Representation

- To work as part of an integrated Philanthropy and Partnerships team contributing to the development of opportunities across all income streams and partnerships.
- Be self-supporting in terms of administration including keeping the Salesforce database up to date at all times, and as a member of a small staff team actively contribute to the overall effectiveness of the MNMUK office environment, systems and processes.
- Represent the Philanthropy and Partnerships team in appropriate project teams, meetings and other events.
- To undertake any other reasonable additional duties as required by MNMUK.

PERSON SPECIFICATION :

Essential

- Have several years' experience securing and managing income generating partnerships that have achieved outstanding results within the development sector.
- Have experience successfully identifying, researching and developing new business opportunities and maintaining a new business pipeline with evidence of wins towards £1m or above.
- Experience designing complex programmes across a range of internal stakeholders and with external partners.
- Have significant experience managing complex initiatives and cross-organisational projects, particularly working assertively both internally and externally with multiple stakeholders.
- Experience of building strategic partnerships across a range of different organisations - from government to multilaterals to foundations.
- Strong written communications skills with the ability to articulate a clear value proposition and evidence of compelling proposals for funding partners.
- Have strong interpersonal skills, being able to confidently represent the charity to an external audience through a range of channels including through meetings and presentations.
- Be a confident relationship builder, with experience of managing relationships at all levels and successfully forging new relationships.
- A robust understanding of global health and / or international development and the donor landscape.
- Experience using one of the CRM databases commonly used in the sector.

Desirable

- Experience in global health and fundraising within that sector.
- A strong understanding of advocacy and communications and the role they play in development.
- A good understanding of trends in fundraising.
- A degree in a related field (e.g. international development, global health) or equivalent qualifications or experience.
- Lived malaria experience

Personal Attributes

You will bring our values to life through your work by being


- Ambitious and excited about being part of a small organisation that lunches well above its weight
- Passionate for the cause, bringing self-motivation, enthusiasm, and energy to working towards our goal to end suffering and deaths from malaria
- Bold and Creative where necessary, contributing ideas that can innovate and improve our partnership approach and delivery
- Strategic in your thinking, and focussed on activity that yields the highest possible return on investment
- Agile and adaptable, able to identify and exploit opportunities
- Collaborative both with colleagues in our small team, and with external partners, helping build Catalytic partnerships to achieve great outcomes

MNMUK recognises the value of a team in which people from diverse backgrounds are able to introduce fresh ideas and contribute to delivering our mission to make Malaria No More. Candidates from historically marginalised or underrepresented backgrounds are encouraged to apply.

This job description is a statement of requirements at the time of writing and is not contractual or exhaustive. It should not be seen as precluding future changes after appointment to this role. It may be amended over time in consultation with the Director.

Staff benefits include:

- 10% employer pension contributions
- 28 days' annual leave plus public holiday days in the postholders country of residence
- Private medical insurance may be available depending on the postholders country of residence
- Interest-free staff season ticket bicycle loans
- Continuing personal development opportunities



**If this sounds like the role you are
looking for, we would like to hear from
you.**

To apply, please send your CV and a covering statement detailing
how you fit the role and why you want to work for us to:

recruitment@malarianomore.org.uk

CLOSING DATE: 30th March 2022

There will be a two-stage interview process with both interviews set
for w/c 4th April 2022