

Job Description

Job title: Head of Resource Mobilisation: Multilateral Development Banks (MDBs)

Job location: Flexible

Reports to: Director of Resource Mobilisation and Advocacy

Responsible for: Donor Market Analyst and Senior Policy Adviser

Organisation: Uniting to Combat Neglected Tropical Diseases (Uniting)

Background:

Neglected tropical diseases (NTDs) are a group of preventable and treatable diseases that affect about 1.65 billion people around the world. The World Health Organization currently recognises twenty diseases as NTDs.

NTDs cause immeasurable suffering. They debilitate, disfigure and can be fatal. By most commonly affecting some of the most vulnerable people in the world – who often live in remote communities – NTDs create cycles of poverty and cost developing nations billions of dollars every year. Yet progress is possible, as of November 2023, 50 countries have eliminated at least one NTD.

Uniting to Combat NTDs is a global advocacy organisation that exists to end NTDs by mobilising resources in support of the World Health Organization's NTD road map and the Sustainable Development Goals. We envision a world where no-one suffers from these preventable and treatable diseases.

In February 2023, we conducted a mid-term review of our 2021-2030 strategy to assess its continued relevance in light of the substantial global challenges that have emerged since its inception. While we re-affirmed the strategy's continued importance, we recognized the imperative of intensifying our efforts in resource mobilisation to address persistent funding gaps, the absence of dependable, long-term funding mechanisms for global NTD programs, and significant changes to the global health architecture.

Our target over the next five years is to mobilise over US\$2bn towards the WHO NTD road map from a range of sources, existing and new, including from donor governments, multi-lateral development banks, affected countries, and innovative financing. Our success will be measured by the volume of funding we are able to mobilise for countries and individuals affected by NTDs.

Job purpose

The Head of Resource Mobilisation: Multilateral Development Banks (MDBs) is responsible for securing resources for neglected tropical diseases (NTDs) from multilateral development banks and donor governments, in line with the Uniting strategy and in support of the delivery of the WHO road map 2020-2030 targets and SDG goals and end NTDs by 2030. Our target from these sources is US\$1bn over five years from existing and new donors. See the Uniting Commitment Tracker for further information on our existing donors <https://unitingtocombatntds.org/en/commitment-tracker/>

Principal accountabilities:

1. Sustain and increase funding from MDBs (70%)

- Lead the development and implementation of tailored engagement strategies for MDBs.
- Proactively engage in fostering strategic relationships, including identifying and influencing key leaders of MDBs to prioritise and finance NTDs.
- Establish and develop a funding pipeline and actively convert pipeline into signed funded projects.
- Position NTDs in major thematic global health arenas, including PPR, universal health coverage (UHC), primary healthcare (PHC), climate, and One Health according to donor priorities.
- Proactively identify opportunities to support Uniting's secretariat resource mobilisation.

2. Develop targeted proposals and activations (10%)

- Lead proposal development efforts, including preparing and submitting high level pitches, concept notes and proposals to potential donors and funders including MDBs in collaboration with the Policy and Communications teams.
- Use creative approaches to link NTD funding aspirations to donor and MDB priorities, while also effectively influence donor priorities and decisions.

3. Harness strategic advocacy and intelligence (20%)

- Position NTDs in key global agenda-setting moments relevant to donors, such as G7, G20, BRICS, TICAD, and the SDGs.
- Represent Uniting at key events and actively participate in discussions about the new global health architecture.
- Recognise the synergies between donor governments and MDBs and be able to advocate accordingly to secure funding
- Direct intelligence gathering, competitive analysis and decision-making, capture, partnering and proposal development for funding opportunities.
- Capitalise on Global Health and SDG moments, both existing and newly created ones to attract donor attention.
- Identify processes and opportunities for representation on boards and influential decision-making bodies and forums enabling Uniting to advocate for increased NTD funding.
- Provide quarterly updates on the status of funding and resource mobilisation positions (targets, challenges, risks etc.) across all donor categories.

The post holder is expected to travel up to eight weeks a year.

The principal accountabilities are not meant to be an exhaustive list of tasks. The need for flexibility is required and the job holder is expected to carry out any other related duties that are within the employee's skills and abilities whenever reasonably instructed.

Jobholder entry requirements - *the essential knowledge, skills and behaviours required*

Knowledge (Education & Related Experience)

- Significant experience working with and influencing policymakers and knowledge of major donor and multilateral institutions. Track record of building positive relationships with MDBs, governments and donors is critical.
- Strong understanding, experience and expertise in resource mobilisation, global development policy and advocacy, working with governments, WHO and coalition partners,
- Experience in the design and execution of resource mobilisation strategies to increase donor funding for health and development and policy strategies with donor and country governments and multilateral institutions, using a wide range of advocacy tools, from evidence-rich policy discussions to strong funding proposals and pitches resulting in measurable finance and/or policy successes.
- Extensive experience in advocacy in public health or related field or equivalent combination of experience, education, and training that includes the following: professional experience in public health, international development, or related field
- Understanding and experience of a partnership approach to programme implementation
- Established relationships with major multilateral and bilateral donors
- Experience of working in a complex and highly diplomatic environment with multiple stakeholders with varying power relationships

Skills (Special Training or Competencies)

- Proven ability to lead and influence others. Significant people experience, specifically balancing matrixed project teams and acting as a partner to team members leading specific portfolios.
- Ability to develop and maintain key relationships with MDB officials and staff and donor country governments
- Demonstrated ability to work with efficiency, diplomacy, and flexibility as part of a team.
- Experience working on and managing teams with diverse cultural and professional backgrounds.
- Ability to work collaboratively and build stakeholder consensus
- Excellent writing and presentation skills
- Ability to break down complex information into easily understandable content
- Fluency in spoken and written English, French will be an added plus
- Ability to respond to changing and evolving operational priorities and to adapt course of action swiftly to meet emerging organisational need
- An understanding of and commitment to equality of opportunity for disabled people.

Core Behaviours

- Communicating & Influencing
- Integrity and respect
- Team Working
- Planning & Organising
- Change & Improvement
- Delivery and Implementation
- Decision Making
- Excellent interpersonal and collaborative skills.
- Ability to network and inspire others to collaborate.
- Persuasive
- Strong cultural sensitivity
- Resilient
- Action orientated
- Strong team player

Key relationships

Internal

- Executive Director
- Director of Resource Mobilisation and Advocacy
- Director of Communications and Partnerships
- Director of Operations
- Head of Resource Mobilisation Africa and Global Funds
- Senior Resource Mobilisation Adviser, West Africa
- Global Policy Advisor
- Senior Technical and Partnerships Specialist (AU secondment)
- Communications Manager – Africa and Channels
- Communications Manager – Donors and Global Funds
- Head of Grants and Finance
- M&E and Accountability Manager
- Health Economist
- Donor Insight Analyst
- Africa Insight Analyst
- Project Assistant

External

- MDB decision-makers and influencers
- Government decision-makers and influencers
- World Health Organization
- Alliance partners
- Policy networks

- Sector peers