



VICE PRESIDENT OF PARTNERSHIPS AND PHILANTHROPY, MSI

CANDIDATE PACK

WELCOME

We are delighted that you are considering making an application for this new and exciting position at MSI. It is a wonderful opportunity to play a vital role in making sure people around the world can exercise their right to sexual and reproductive health.

Nearly 45 years ago, MSI was founded in pursuit of a single vital mission: to ensure every woman and girl has the knowledge, tools and power to determine her own future. Since then, our organisation has grown into a £300mn charity with over 11,000 team members working across 37 countries, with our global support office in London. We are the world's leading provider of affordable contraception and safe abortion care to those around the world with the greatest need, but with the least access. We're working tirelessly across the world to expand access to high quality and modern contraception, and to offer the widest range of methods in every country we operate in, so that every woman we meet can choose the method that is right for her.

Every day, we serve over 28,000 clients, and every day we champion reproductive choice and access for all, but there is more work to be done. The demand for sexual and reproductive healthcare is universal and urgent. There are still over 25 million unsafe abortions happening every year and over 230 million women and girls who want contraception but have no access to it. With no action, by the end of the decade, there will be over 300 million women and girls unable to access the contraception that will allow them to determine their futures.

To expand our reach and ensure that we continue to provide lifesaving and life-changing care to women and girls across the world, we have just launched our new 2030 Strategy. Our vision is bold, but simple: by the end of the decade no abortion will be unsafe and everyone who wants contraception will be able to access it. We know that this can be achieved, but it will require us to work differently and seek new partnerships and income streams. To support this, we're looking for a VP of Partnerships and Philanthropy to play an intrinsic part in ensuring we're able to deliver on our ambitious goals.

32 MILLION

women are using a method of
contraception provided by MSI

13 MILLION

unintended pregnancies averted in 2019

6.5 MILLION

unsafe abortions averted in 2019

34,600

maternal deaths averted in 2019



THE ROLE

As a member of the Executive Team, the VP of Partnerships and Philanthropy will work closely with the CEO to lead and set the direction of MSI's newly created Funding and Development Unit.

The function unites all of MSI's donor fund generation and management resources and has been designed to secure the donor and grant funding pipeline required to deliver MSI's ambitious 2030 strategy goals. It brings together the Global Programmes Unit (managing existing grants and contracts), Programme Design and Development (building programme design for new and future programmes), and our private philanthropy and fundraising teams. The function will handle approximately £150mn of existing grants and contracts, maintain and develop the relationships which underpin these, and develop £100mn of additional funding via new relationships, particularly via philanthropic and private giving.

The VP will set the direction and lead MSI's donor income growth and expansion strategy.

The successful candidate will have full accountability for the development and maintenance of MSI's donor funding stream, including the future pipeline required to deliver our goals. They will build strategies for meeting and exceeding donor income goals through grants, donations, social investments, in-kind gifts, sponsorships and fundraising events, and promote the organisation and its strategic priorities through external representation, outreach, and external communication channels.

This role will be essential to the delivery of our ambitious goals set out in our new strategy to reach more women than ever with essential reproductive healthcare. You will be joining a dynamic team who are leaders in their fields and committed to making reproductive choice a reality for all women. Meet our Executive Team [here](#).



“ It costs around 3 cents per day to protect a young woman from an unintended pregnancy for one year, giving her the chance to finish her education or even saving her life.

Simon Cooke,
Chief Executive of MSI

THE CANDIDATE

This is an exciting new opportunity for an exceptional individual with a clear track record of grant and contract fundraising and the management of funds at scale. We are looking for someone ambitious, with a strong commitment to our mission, capable of facilitating cross-disciplinary collaboration to secure and develop revenue for MSI.

You will have proven experience as a successful fundraiser on a scale commensurate with MSI's current income and be capable of providing strategic direction to ensure ambitious fundraising goals are met. The successful candidate will have strong business acumen as well as the knowledge and ability to identify and develop new fundraising opportunities.

With exceptional communication and interpersonal skills, you will be able to credibly represent MSI across different business environments and work with a variety of potential donors and supporters. As an experienced leader, you will enjoy and have a proven track record of leading and managing high-performance development teams.

Depth of expertise is important, but we're also looking for a breadth of experience. With experience gained across a variety of different sectors, you will have the agility to think differently, see new perspectives and inspire others in the advancement of our mission.

[View the full Job Description and Person Specification here](#)



“ After her abortion, she hugged me and told me and told me: ‘you have given me the gift of being able to live freely.’

Meenakshi, an
MSI Programme
Coordinator in Jaipur,
India.

HOW TO APPLY

We hope that you've found this pack comprehensive and persuasive, and that the information provided has enabled you to make an informed decision about your application. Before you apply, please ensure you have read the full [Job Description and Person Specification](#)

Applications should comprise a comprehensive CV, including your salary expectations. Please also provide a supporting statement outlining the reasons behind your application and describing how you meet the requirements of the role, as set out in the person specification.

All documents should be emailed to gemma.crossley@mariestopes.org.uk

Please include your full name and the job title in the subject field.

Key Date:

Closing date: 30th November 2020

MSI is dedicated to equal opportunity for all and recognises that every individual is unique. Whilst we always seek to embrace individual differences and celebrate the diversity of our workforce, we also want to ensure that every team member is suited to their role and that they are given the best opportunity to succeed.

Our organisation is also committed to safeguarding and promoting the welfare of children, young people and vulnerable adults and expects all staff and post holders to share this commitment.

