

Job Description:

VP Partnerships and Philanthropy

General role information	
Job Title:	VP Partnerships and Philanthropy
Reporting to:	CEO
Notice period:	3 months
Budget Responsibility?	Yes
Direct Reports?	Yes
About MSI	
<p>MSI, a £300mn UK-based charity and social enterprise, is the world's leading provider of affordable safe abortion and contraception to those with the greatest need but the least access. Every day, we serve over 28,000 clients across 37 countries, and 80% of all these clients are those living in extreme poverty, have no other means of access, are adolescents, or first-time users of contraception.</p> <p>At MSI, we believe every woman and girl should have the right to determine what happens to her body, including if, when and how many children to have. We are unapologetically pro-choice and know that restricting abortion does not make it less common, only less safe.</p> <p>For nearly 45 years, MSI has championed access for all, and has grown by focusing on those most in need, but in the knowledge that in order to eliminate unmet need and unsafe abortion, we must operate sustainably, as a social business. Therefore, MSI applies proven business practices in order to ensure that we reach more clients, operate more efficiently, lower costs for donor and national governments, and champion the inclusion of these services in public health provision.</p>	
The department/team	
<p>The Funding and Development Unit is a newly created function that brings together all MSI's donor fund generation and management resources under one roof. The function is designed to secure the donor and grant funding pipeline required to deliver MSI's ambitious 2030 strategy goals, as well as the stewardship and ownership of existing relationships, and contract and grant deliverables. The function brings together the Global Programmes Unit (managing existing grants and contracts), Project Design and Development (building programme design for new and future programmes), and our private philanthropy and fundraising teams, including the US fundraising office. In this new structure, it will handle approximately £150mn of existing grants and contracts, maintain and development the relationships which underpin these, and then develop c. £100mn of additional funding via new relationships, especially philanthropic, HNWI's and private giving, as well as impact investing.</p>	
The role	
<p>MSI is looking for an exceptional individual with a clear track record of grant and contract fundraising and management of these funds at scale. The VP of Partnerships and Philanthropy sets the direction and leads MSI's donor income growth and expansion strategy. In this role, the VP is accountable for delivering the</p>	

All MSI job descriptions are 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's recruitment process, please do so via email to recruitment@mariestopes.org.

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revenue streams to advance MSI's mission and ensure the organization's stability and sustainability over the long-term. The VP will be a member of the Executive Team and will report to the CEO.

Key Responsibilities

- Full accountability for the development and maintenance of MSI's donor funding stream, including the future pipeline required to underpin MSI's ambitious 2030 strategy goals.
- Builds strategies for meeting and exceeding donor income goals through grants, donations, social investments, in-kind gifts, sponsorships and fundraising events.
- Promotes the organization and its strategic priorities through external representation and outreach to various audiences in the UK, US and internationally.
- Provides strategic direction to ensure brand coherence and effective external communications through MSI's media platforms and media relations.
- Identifies and develops opportunities for MSI country programmes to secure grants through public sector health financing schemes and funds.
- Researches and discovers diverse and potentially lucrative revenue streams to expand MSI's fundraising efforts, and tracks fundraising trends, donor interests and policy priorities to forecast future funding opportunities and protect MSI from the impact of fluctuations in government, individual, foundation or corporate grants and donations.
- Identifies and attracts social investors to support MSI's strategic pillars for earned-income growth and long-term sustainability.
- Oversees the planning and execution of fundraising events and maintains relationships with major donors to ensure they remain informed and engaged with MSI.

Please note that you may also be required to carry out reasonable additional ad-hoc duties, at the request of your line manager.

Please read this document in conjunction with the Person Specification for the role.

Signature

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

Full name:

Signature:

Date: