

MILLAR CAMERON

FINANCING ALLIANCE  
FOR HEALTH  
*SENIOR MANAGER – RESOURCE  
MOBILIZATION, PARTNERSHIPS  
& ADVOCACY*

PEOPLE . PASSION . PERSISTENCE

## ABOUT FINANCING ALLIANCE FOR HEALTH

Financing Alliance for Health (FAH), partners with the government on all steps of financing to strengthen, and sustain community health systems, leveraging primary health care to attain universal health coverage. (FAH partners long term with Ministries of Health and Ministries of Finance teams to develop different and changing financing sources).

FAH draws on private sector knowledge of financial structuring and access to private sector and development finance opportunities to increase and diversify funding options for governments to scale and sustain community health systems. The aim of our work is to increase access, coverage and utilization of quality primary health services

at household level, in a culturally appropriate manner to reduce morbidity and mortality. Community health systems have a proven track record of economic, social and health impact through the thousands of jobs created for predominantly female, marginalized and young community health workers (CHWs).



SENIOR MANAGER – RESOURCE MOBILIZATION, PARTNERSHIPS AND ADVOCACY  
*FINANCING ALLIANCE FOR HEALTH*

THE ROLE: SENIOR MANAGER – RESOURCE MOBILIZATION, PARTNERSHIPS & ADVOCACY

## MAIN RESPONSIBILITIES:

- Drive major paradigm shifts in global health towards funding integrated, localized health systems
- Leverage relationships to co-shape new financing mechanisms and approaches
- Support the realization of AFF by shaping the partnership approach
- Represent FAH in various global health structures
- Position FAH as a collaborative partner with civil society organizations, foundations, embassies, academic and healthcare institutions
- Lead in identification and development of new strategic partnerships and fundraising strategy, working collaboratively to align with the overall strategy and to create shared value and impact
- Support Africa Frontline First Initiative resource mobilization efforts to drive health systems strengthening agenda
- Lead and manage significant long-term partnerships with the private and public sector, development banks, financial institutions, and key implementing partners within the health sector
- Work closely with the Partnerships and Communications team to ensure delivery of high-quality, accurate, and timely grant proposal/renewals, due diligence, and other donor communication materials

SENIOR MANAGER – RESOURCE  
MOBILIZATION, PARTNERSHIPS AND  
ADVOCACY  
*FINANCING ALLIANCE FOR HEALTH*

**TITLE:**  
SENIOR MANAGER – RESOURCE  
MOBILIZATION, PARTNERSHIPS &  
ADVOCACY

**REPORTING TO:**  
HEAD OF OPERATIONS & RISK

**LOCATION:**  
REMOTE

**TRAVEL:**  
FREQUENT TRAVEL REQUIRED  
(~20% OF THE TIME)

THE ROLE: SENIOR MANAGER – RESOURCE MOBILIZATION, PARTNERSHIPS & ADVOCACY

## DIMENSIONS OF THE ROLE:

### **Fundraising:**

- Identify opportunities and leverage relationships to increase and diversify FAH's funding partners to include multi-year bi/multi-lateral and private sector funding. Oversight of timely and accurate reporting of funds received

### **Partnerships:**

- Co-develop and co-lead the implementation of FAH partnership strategy to increase FAH's external partner engagement
- Identify and build strategic alliances and partnerships to support FAH's thought leadership agenda
- Lead in acquisition, negotiation and maintenance of funding and implementing partnerships
- Drive partner relationship management efforts to maintain and grow existing partner relationships
- Collaborate with cross-functional teams to structure and execute FAH's initiatives and partnerships
- Build staff capacities and sensitization on partnerships and resource mobilization

### **Communication:**

- Refine and disseminate FAH's story in different formats to strengthen our positioning as the go to community health financing experts globally
- Oversee and improve the consistency, conciseness, and creativity of the FAH 's communication
- Oversee and facilitate ongoing content development and engagement by publishing reports, highlighting success stories and communicating FAH's impact/ overall results
- Oversee management of FAH website, knowledge hub, social media engagement

### **Sustainability:**

- Lead the partnerships team in developing and proposing viable business models for FAH to ensure our long-term sustainability

### **Advocacy:**

- Track, identify and represent FAH in strategic platforms/events. Run relevant campaigns to raise the profile of community health systems, workers, and their funding

# HOW TO APPLY

*To apply for this role, please ensure that you have the following skills and experience:*

- Minimum eight years of non-profit/government executive management experience, preferably in the healthcare or community development sectors with strong content knowledge of global health, PHC, and community health
- Significant and demonstrable relationships and inroads with major bi-laterals and multilaterals to assist in developing approaches and driving pathways and change towards integrated, and long-term financing for community health systems and governments
- Considerable experience navigating large governments (both bilateral and multilateral) and global health institutions (the likes of USAID, UNICEF, WORLD BANK, EUROPEAN UNION, BMGF and WHO), large private foundations, philanthropic funders, and individual donors as well as the private sector
- Public sector experience is critical with an excellent understanding of government processes, structures and systems, domestic and international advocacy with a well-developed ability to broker the correct institutional partnerships
- Demonstrated experience in developing and executing fundraising and advocacy tactics
- Demonstrated ability to design and execute large, multi-stakeholder projects
- Ability to take previously established community health financing solutions and refine them, to make the case for these financing solutions and communicate them articulately to internal and external stakeholders
- Culturally nuanced, well networked, respected, and reputable leader with extensive experience across multiple countries/regions on the African continent
- Excellent leadership and management skills - able to engage at different levels within local government, public and private sectors
- Bilingual – English and French
- Understanding of primary health, community health and universal health coverage

*Please send your CV and contact details to Rainer Middii or Tom Jeffes who will contact you to discuss your application in more detail.*



*Contact: Rainer Middii*

Email: [rainer.middii@millarcameron.com](mailto:rainer.middii@millarcameron.com)

Phone: 00 254 786 332 731



*Contact: Tom Jeffes*

Email: [tom.jeffes@millarcameron.com](mailto:tom.jeffes@millarcameron.com)

Phone: +44 2038 000 304

A healthcare worker in a blue scrubs, mask, and hairnet is interacting with a young child wearing a white mask. The worker is holding the child's hand, and the child is looking up at the worker. The background is a blurred outdoor setting.

WHO ARE MILLAR CAMERON

# FINDING THE PEOPLE WHO MAKE THE DIFFERENCE

## A SEAMLESS JOURNEY

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*Founded in 2007, Millar Cameron is an executive and professional search consultancy that focuses on Africa and other emerging markets.*

*Our goal is to provide client-centric, tailored executive search, recruitment and strategic advisory. Our international reach paired with local market knowledge enables us to provide our clients outstanding leaders who deliver consistent results, irrespective of geography.*

*We employ a rigorous research driven search process to identify the best fit for our clients, taking into account both hard and soft skill sets.*

*Our extensive experience yields a robust approach to market intelligence and a longstanding network of global relationships.*

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