

# Job Framework, Head of Output-Based Partnerships



**Purpose:** To provide globally leadership for MSI's efforts in the area of output-based partnerships (OBP) in order to 1) increase family planning and safe abortion service delivery especially to the poor and vulnerable, 2) strengthen integrated health systems, 3) achieve sustainable health financing mechanisms, and 4) help country programmes secure funding and contracts for OBP programming from host governments and other donors.

Initially, key deliverables for this position will relate to 1) funding from host government and other potential donors, 2) strategy & partnership development in this area, 3) OBP's link to service delivery for the poor and underserved, and 4) technical inputs to OBP programmes in countries.

Job Title:	Location:	Reporting to:	Probationary Period:
Head of Output-Based Partnerships (OBP)	London, United Kingdom	Director of Health Systems Department	6 Months

Marie Stopes International (MSI) is a marketing focused, results oriented social enterprise. We develop efficient, effective and sustainable family planning programmes in the UK and overseas. The UK division provides services to men and women over 130,000 times a year.

The primary responsibility of this role is to further MSI's Goal: **THE PREVENTION OF UNWANTED BIRTHS** and its mission of ensuring the individuals right to: **CHILDREN BY CHOICE NOT CHANCE**

It is a role requirement that the job holder must fully comply with, promote and live **MSI CORE VALUES**:

mission driven	customer focused	results orientated	pioneering	Sustainable	people centered
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Key Responsibilities	Measure
<p><b>Provide Leadership in the Areas of Output-Based Partnerships (i.e. Public-Private Partnerships, Output-Based Aid, Results-Based Financing, Demand-Side Financing, Pay-For-Performance, Contracting, Insurance, Vouchers, etc.)</b></p> <ul style="list-style-type: none"> <li>Produce a 3 to 5 year vision and strategy for OBP within MSI's mission with input from internal and external stakeholders</li> <li>Develop global tools to help MSI country programmes design and implement OBP schemes in order to increase service delivery numbers, especially to the poor and underserved</li> <li>Document and share the MSI innovations, evidence-base, lessons, and best practices in OBP</li> <li>Lead with the New Business Development Team, Programme Support Teams, and country offices to package methods to increase MSI's programmatic funding in the area of OBP from potential donors</li> <li>Provide country programmes the means to secure OBP contracts from host governments</li> <li>Help lead pilot OBP schemes in country programmes as part of the national health systems and/or strengthen current MSI OBP programmes</li> </ul>	<ul style="list-style-type: none"> <li>Strategic document</li> <li>OBP tools and mechanisms for in country use</li> <li>Service delivery numbers</li> <li>Knowledge management deliverables</li> <li>Proposals, contracts, awards</li> <li>Number of quality OBP programmes</li> </ul>
<p><b>Collaborate with Key External Stakeholders</b></p> <ul style="list-style-type: none"> <li>Represent MSI at key external senior meetings, conferences, and symposiums about OBP, health systems, financing, vouchers, contracting, franchising, etc.</li> <li>Build strategic partnerships externally with donors (i.e. governments, foundations, etc), implementing partner organizations, and other development agencies in order to increase funding to implement OBP programmes</li> <li>Present MSI's OBP experiences at key technical, donor, and government venues to raise MSI profile, attract new funding, and establish global credibility</li> </ul>	<ul style="list-style-type: none"> <li>Attendance and participation at key forums</li> <li>Technical, funding, &amp; programmatic partnerships</li> <li>Number of presentations delivered</li> </ul>
<p><b>Work with Internal Stakeholders</b></p>	

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- Collaborate with programmatic, partnership, technical, and fundraising specialists in MSI departments (i.e. Health Systems Department, External Relations, Programme Support)
- Provide technical assistance to MSI country directors and their teams to design, implement, monitor, and evaluate OBP programmes
- Build MSI internal capacity to understand, discuss, and implement OBP schemes within the larger context of health systems
- Attend when needed internal retreats, workshops, and other meetings

- Stakeholder satisfaction
- Technical assistance provided
- Number of internal team members trained up
- Attendance and participation at meetings

## Guide Output-Based Partnership Working Group/Team

- Provide leadership to the MSI OBP working group/team
- Develop annual key performance indicators and budget
- Ensure accountability of the group's annual deliverables
- Communicate and get input on OBP group's work plan to internal stakeholders

- Roles and responsibilities for the team
- KPIs and annual budget
- Review of KPIs
- Dissemination of annual work plan for input

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## Skills and Experience

### Qualifications:

- An advanced degree preferably in the areas of public health, economics, health financing, health systems strengthening, etc.
- Understand the basic underpinnings of sexual & reproductive health delivery as part of an integrated health system

### Experience:

- Senior experience working for or with donors, governments, and/or implementing service delivery organizations in the areas of OBP
- Has experience funding and/or implementing OBP schemes with management agencies, governments, and service providers
- Worked with health systems in developing country contexts
- Extensive experience and/or in-depth knowledge of the global development aid environment

### Skills:

- Ability to work well in collaboration with internal and external stakeholders
- Capacity to design and delivery OBP tools, frameworks, training packages, etc. in order to scale up OBP schemes in MSI countries
- Able to articulate complex ideas and communicating them in simple, digestible ways (i.e. written and verbal); excellent presenter
- Able to travel 35% of the time
- Can lead and motivate people directly and indirectly
- Can multi-task and handle multiple deliverables at the same time

### Attitude / Motivation:

- Passionate about family planning, safe abortion, maternal health, and HIV/AIDS
- Pro-choice
- Flexible attitude to work