

JOB FRAMEWORK

Regional Director – South Asia, Arab World & Eastern Europe Marie Stopes International, London

Marie Stopes International is a marketing focused, results oriented social enterprise. We develop efficient, effective and sustainable family planning programmes in the UK and 40 countries worldwide. The UK division provides services to over 130,000 men and women each year.

The core responsibility of this post is to use your:

- initiative
- drive
- persistence
- results orientation
- energy
- integrity
- enthusiasm
- commitment to personal development

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

Job title: Regional Director – South Asia, Arab World & Eastern Europe

Location: London

Reporting to: Senior Regional Director – South Asia, Arab World & Eastern Europe

Probationary

Period: 6 months

General overview:

Reporting to the Senior Regional Director for South Asia, Arab World and Eastern Europe, your purpose is to lead and manage the sub-regional team at London support office, develop MSI's social business in the region and work to maintain positive partner, donor and government relationships.

Core responsibilities

- provide leadership and direction to programme support team and country partner programmes
- establish innovative and sustainable new country programmes
- develop positive and constructive partnerships with MSI partner organisations, donors, governments and other NGO's
- facilitate provision of appropriate technical assistance to programmes
- facilitate project development, and secure new funding opportunities
- coordinate regional initiatives including strategic development and dissemination of experience across the region
- encourage focus among both support and partner programme teams to ensure pursuance of MSI goal and mission
- coordinate and collaborate with other teams within MSI.

Business and strategic development:

Lead, manage and develop the Sub-Regional MSI Support Team and Partner Programme Directors through:

- recruit, select and induct new team members
- motivating, training and coaching team members; managing performance of team members through monitoring performance and giving feedback for improvement, appraising team

- members and overseas partner Programme Directors, setting up individual performance targets and managing disciplinary and capability matters in conjunction with Team Development
- take leadership in setting up long term and short term objectives for the sub-regional team at London office; providing support to regional team members and partner Programme Directors in achieving these objectives
 - identify funding opportunities and lead efforts to capitalise on those opportunities
 - working with the Senior Regional Director for South Asia, Arab World and Eastern Europe, input to the formulation of MSI's overall strategy; support and guide implementation of strategy within the region
 - formulate and disseminate strategy for the sub-region within MSI's overall strategy and support and guide implementation within the region.

Regional programme support

- network/liase as appropriate to effectively represent and promote MSI with senior donor, government and other NGO representatives
- provide input/TA in the design and development of new projects, as required
- working with External Relations and Resource Development team, identify funding opportunities and secure funding to ensure financial sustainability of the regional team at London office and partner programmes in the region
- provide support and guidance to partners in executing and managing projects
- assist in the identification of technical assistance needs across partner programmes and facilitate provision of appropriate and timely support
- guide, support and develop team members in providing appropriate support to partners.

Other

- represent MSI as and when required and represent MSI in national and international for a
- undertake any other responsibilities, which contribute to the efficient running of the organisation, its programmes and its future development
- deputise for the Senior Regional Director as needed.

Current MSI programmes in this portfolio

- Albania
- Afghanistan
- Bangladesh
- India
- Nepal
- Pakistan
- Romania
- Sri Lanka
- Yemen.

Person Profile

All requirements are essential unless otherwise specified

Knowledge

- understanding of the issues surrounding provision of reproductive health care services internationally
- understanding major policies/ issues of large bilateral/multilateral donors strong working knowledge of business practices.

Experience

- significant project/ programme management experience, preferably gained within the

reproductive healthcare sector or related field

- demonstrated team management and leadership experience, preferably gained in partnership with other NGO's, government bodies etc to achieve project/programme objectives
- experience of implementing service delivery projects/ programmes
- must have experience in working in/ with overseas programmes
- experience of running a country programme at a Country Director level is preferred
- financial planning/ management
- track record in achieving financial and non financial targets
- demonstrated capacity in attracting donor funding.

Skills

- good interpersonal/communication skills – both oral and written
- leadership skills; able to build effective teams
- analytical and organisational skills
- strategic planning skills
- negotiation skills.

Personality

- inspirational and persuasive
- collaborative approach to team working
- strong personal commitment to the goals of MSI and the vision to put it into practice.

Attitude/Motivation

- pro-choice
- pro-private healthcare.

Other:

- able to travel extensively overseas.