Financing Alliance for Health

Title: Country Engagement and Support Manager – Francophone
Location: Nairobi, Sub-Saharan Africa
Travel: Frequent travel required (~50% of the time)

Are you interested in helping lead an entrepreneurial effort aimed at changing paradigms in international development, and in true partnerships with governments to reduce donor dependency and increase financial sustainability? Would you be excited to leverage your public and/or private sector background to help finance health systems? Do you get energy from working with different stakeholders – ranging from ministries of health and finance to UN agencies to multinational companies? Are you looking to join a team of partners that are committed, experienced, and fun to work with? Then you should explore this leadership role with the Financing Alliance for Health.

The Financing Alliance for Health is a multi-organization initiative serving governments in Africa to finance and increase the size and reach of their health systems. More information is available at www.financingalliance.org.

The Financing Alliance’s CEO and Project Advisory Committee are seeking an experienced and senior health leader to serve as Country Support Manager. The Country Support Manager will serve as the key team leader for the FA’s country engagement work, and he or she will engage with senior MOH and MOF representatives through all the steps of creating a sustainable financing plan that can advance community health as part of integrated primary care. He or she will also support critical knowledge management and innovative finance efforts undertaken by the Financing Alliance as detailed below.

He or she will work alongside the CEO to support our work in countries and in partnership with the Country Investment and Knowledge Director and will also support overall strategy development.

FINANCING ALLIANCE FOR HEALTH OVERVIEW
In early 2015, UN Special Envoy Ray Chambers and Prime Minister Hailemariam of Ethiopia convened a high-level group to assess financing and scale-up of Community Health Worker (CHW) programs in Africa. At the Financing for Development event in July, the group launched a report that outlined the case for investment in CHWs, existing and new CHW financing mechanisms, pathways for financing CHW programs, and principles of best-practice CHW systems.

The report recommended creation of a ‘financing support unit’ (now called the ‘Financing Alliance for Health’) to help countries access financing for health systems (and community health in particular), given the complexity of the funding landscape, the challenges of utilizing domestic resources, and the difficulty of capitalizing on available funding opportunities. This Financing Alliance would also be charged with identifying and tapping into private sector financing and developing new, creative and ‘out of the box’ models of ‘blended’ financing that combine domestic and international support with private sources of capital, including from corporations.

The Financing Alliance (through support from its partners) soft-launched its activities in January 2016 in the four anticipated work areas of the Alliance: (1) Country support: the team launched a pilot project in Liberia, which culminated in a set of
recommendations to the Ministry of Health of Liberia in December. In addition, the Financing Alliance is supporting work in a number of additional countries (~9-11) in SSA and the Caribbean. (2) **Analytical toolkit**: Refining toolkits to support country costings, investment cases, and financing pathways. (3) **Financing products/modalities**: Cataloguing existing options while building new tools; and (4) **Market building/awareness and education**: developing funding baseline, country case studies, and advocacy.

**WORK AREAS**

**FAH is on-site, and invests in tools, product development and awareness to strengthen its value add to governments**

A **Country government support**
- Long-term onsite technical and financing support
- Serving governments via flexible modalities

B **Analytical toolkit**
- Develop and offer toolkits to support country costings, investment cases and financing pathways

C **Financing products/modalities**
- Cataloguing existent options
- Working with donors and financing industry to design, develop and deploy new/modified financial products

D **Awareness and education**
- Communicate case for investment
- Build thought leadership on past country experiences
- Share financing curriculum through university channels

Current members of this partnership include the governments of Ethiopia and Liberia, CHAI, UNICEF, Partners in Health, Last Mile Health, the World Bank, the Office of the UN Special Envoy for the Health, the Global Health Alliance, USAID, Total Impact Capital, Living Goods, Social Finance, Millennium Challenge Corporation, and Johns Hopkins University. Key members of these organizations help lead the Financing Alliance as a “Project Advisory Committee.” The Financing Alliance for Health is a fiscally sponsored program of Capital for Good USA, a 501(c)(3) public charity. Donations to Capital for Good USA are tax deductible to the extent provided by applicable law.

A high-level council of eminent global health leaders (including President of Liberia Ellen Johnson Sirleaf, Former Minister of Health of Ethiopia Dr. Kesetebirhan Admasu, Ray Chambers, Dr. Tim Evans, Dr. Chelsea Clinton, Dr. Paul Farmer, Joy Phumaphi, and Jeffrey Walker) guides the FA’s work and a Project Advisory Committee composed of the founding members of the initiative (Partners in Health, Last Mile Health, Total Impact Capital, Office of the UN Special Envoy for Health, and UNICEF) provides leadership and guidance on the overall direction and specific pieces of work.
POSITION DESCRIPTION
The Country Support Manager will be a key leader of the Financing Alliance and a critical ‘builder’ of this new initiative. He or she will report to the Financing Alliance CEO and will maintain active communication with the Project Advisory Committee.

In collaboration with the CEO, the Country Support Manager will develop and lead engagement with countries but will also have a broader strategy and leadership role within the core team. In the true nature of a start-up, the Country Support Manager may be asked to support other activities on an ad-hoc basis, including overall FA strategy refinement, fundraising (e.g. development of grants and proposals to donors), preparation for major events, etc.

A. Country engagement and tool development: The Country Support Manager will work directly with key health and finance leaders (MOH, MOF, etc) from existing and potential country clients to define a financing ‘pathway’ that can sustainably support their community health programs. He or she will also engage closely with NGOs and other development partners (UNICEF, World Bank, EU, USAID, etc) involved in supporting countries’ health programs.
   a. The Country Support Manager is expected to take a leadership role in identifying potential client countries, assessing their core challenges and ‘readiness’ for FA support (political will, partner engagement, etc) and determining the best model for FA support
   i. Depending on the country context, the country engagement support may include efforts to develop/ refine costing figures, map existing resources, engage with international donors and the national MOF/Treasury, and define a financing strategy overall. The Country Support Manager will be asked to take the lead on all of these potential in-country activities (potentially, over time, with additional analysts/consultants)
   b. In addition, the work of the Country Support Manager may involve development of country-specific Return-on-Investment cases, modelled on the global ROI case developed for the Investment Case Report and on the versions developed for Liberia and Sierra Leone
   c. The Country Support Manager will ‘own’ responsibility for all analysis and work product developed for country governments and for building, maintaining, and strengthening relationships with key MOH staff
   d. Over time, the Country Support Manager may also be asked to manage additional staff and/or consultants to support country engagement work

B. Analytical toolkit:
   a. Toolkit development: In partnership with the CEO and the Country Investment and Knowledge Director, the Country Support Manager will be asked to develop/ refine, and update key tools used to support the FA’s work (e.g. costing tools, resource mapping, advocacy, score cards, trackers etc) based on engagement with countries and feedback from key partners, MOH staff, etc.
   b. Toolkit dissemination: In partnership with the CEO and the Country Investment and Knowledge Director, the Country Support Manager will also be asked to help share the analytical toolkit through a range of different avenues and opportunities – e.g. in country and regional workshops, online learning events, large-scale conferences, etc.

C. Financing products/mechanism:
   a. The Country Support Manager – with the broader team and in close partnership with country governments – will be asked to help assess whether existing or new financing tools (e.g. GFF, IDB Lives and Livelihood, sovereign debt financing, SIBs/DIBS) may be appropriate for various countries and how they might be optimally used, refined, etc

D. Market Building/ Awareness and Education
   a. The Country Support Manager will be asked to take the lead on documenting and sharing the work of the Financing Alliance at the country level, including developing publicly-shareable versions of
in-country work by codifying country experiences (with MOH client permission) and sharing this work in appropriate forum

b. The Country Support Manager will be asked to develop training materials based on in country capability needs, to upskill our government clients on health financing
c. The Country Support Manager may also be asked to help with dissemination of content through trainings delivered through partnerships with other Africa-based institutions

WHO YOU ARE
The Financing Alliance is seeking a highly-skilled, multi-functional, and entrepreneurial leader with a passion for global health to serve as the Country Support Manager

Key experience areas/competencies should include:

- **Financing for health**: understanding of the core bottlenecks behind health financing, the key steps (costing, resource mapping, gap analysis), and potential options for financing (traditional donors, national resources, corporate and capital markets sources etc)
- **Health systems**: knowledge and practical work on health systems, and in particular primary/community health systems; experience working with ministries of health and finance (and other government agencies) as well as major donor organizations critical for this role
- **Tool development**: broad experiences creating and refining analytical tools and approaches, e.g. excel models, ROIs, scorecards, curricula etc
- **Global mindset and experience**: international experience across multiple developing countries, especially in Africa and/or Caribbean
- **Proactive problem solver**: you should also be a proactive-problem solver, flexible, effective at working independently, self-starter, and able to build your own workplan

You should feel comfortable engaging across the spectrum of stakeholders, from ministries of finance and health (at the senior level) to NGO partners to members of the business and finance communities. You should also be an ‘out of the box’ thinker, comfortable with ambiguity, ready to fundraise and build the venture, and keen to work towards the broader mission of improving health outcomes and expanding access.

In terms of background, you should have an advanced degree in business management, finance, health, or other relevant field and ~7-10 years of experience in health care, development, management consulting, or another similar field. You will be expected to have excellent oral and written presentation skills, strong computer skills, including MS Word, PowerPoint and Excel. You will also be expected to have full proficiency in English and French.

You will be expected to travel ~50+% of the time.

**COMPENSATION**
This position offers a competitive compensation package linked to background and experience of the candidate. This position is initially structured as a one-year consulting contract.

**TIMING**
Applications accepted on a rolling basis until position is filled

**APPLICATION REQUIREMENTS**
Please submit a resume and cover letter to Angela Gichaga, CEO of the Financing Alliance: info@financingalliance.org with title “Country Engagement and Support Manager – Francophone” in the subject line