



Vacancy Announcement

Job Title:	Senior Manager, Strategic Partnerships		
Reports To:	Project Director		
Work Schedule:	M-F, 8:30 AM – 5:00 PM		
Duty Station:	Abuja, Nigeria		
Job Level:	Senior Management	Grade Level:	Aligns with country salary structure
Position Type:	Full time		

About MEBS Global

MEBS Global provides a variety of in-country support and local assistance as well as cargo transportation and logistics management services with primary focus in emerging markets and conflict, post conflict environments in the Middle East, Asia, and Africa. MEBS Global maintains 12 offices in 11 countries including 2 offices in Nigeria.

MEBS Global has been awarded the Fourth Party Logistics (4PL) service provider contract for the Malaria Component of the Global Fund Grant Cycle 7 (GC7) on behalf of the Government of Nigeria (GoN), building on previous efforts to enhance its visibility and involvement in warehousing and distribution operations. MEBS is expected to manage the warehousing and distribution of malaria commodities in the 13 Global Fund supported states.

Roles and Responsibilities

The Stakeholder/Government Relations Advisor is primarily responsible for building relationships with key external stakeholders in the project locations and responsible for facilitating communication between MEBS Global project team and government stakeholders.

The Senior Manager, Strategic Partnerships shall lead our efforts in managing strategic partnerships, enhancing communication and collaboration for the successful implementation the Fourth Party Logistics (4PL) service provider contract for the Malaria Component of the Global Fund Grant Cycle 7 (GC7). S/he will play a pivotal role in establishing and maintaining collaborative relationships with the Government of Nigeria (FMOH and the other requisite parastatals and agencies including but limited to National Malaria Elimination Program (NMEP), National Product Supply Chain Management Program (NPSCMP), National AIDS and STI Control Program (NASCP), National AIDS Control Agency (NACA)), the respective state governments, USAID, Global Fund Principal Recipients (especially Catholic Relief Services (CRS), Management Science for Health (MSH) and Society for Family Health (SFH)), to ensure the efficient and effective implementation of the Fourth Party Logistics (4PL) service provider contract for the Malaria Component of the Global Fund Grant Cycle 7 (GC7).

The Senior Manager, Strategic Partnerships responsibilities also includes identifying and prioritizing key stakeholders crucial for implementing the Fourth Party Logistics (4PL) service provider contract for the Malaria Component of the Global Fund Grant Cycle 7 (GC7). Additionally, s/he will review past engagement strategies, set benchmarks for future engagements, foster internal alignment on stakeholder prioritization and engagement objectives, and streamline stakeholder engagement processes to emphasize synergies, risk management, and effective follow-up strategies. Key deliverables include a Stakeholder Directory and a Stakeholder Engagement Strategy.

The Senior Manager, Strategic Partnerships shall also assist the Project Director and the PMU identifying and pursuing new business opportunities that align with the company's strategic objectives. This involves leveraging existing partnerships and networks to expand the portfolio of projects and services. Business development strategies shall be first within the context of the Fourth Party Logistics (4PL) service provider contract for the Malaria Component of the Global Fund Grant Cycle 7 (GC7), especially with regards to evolution of the current government of Nigeria health supply chain central strategy, to decentralizing to focus on engagement with state government owned warehouses. Additionally, the role entails assisting in the development of proposals, concept



notes, and business plans for potential funding opportunities, while ensuring alignment with organizational priorities and donor requirements. Market research and analysis are conducted to identify emerging trends, opportunities, and challenges in the global health sector, informing strategic decision-making and positioning MEBS Global as a leader in the field.

The Senior Manager, Strategic Partnerships shall report directly to the Project Director and the Project Management Unit (PMU). S/he shall also work closely with the Deputy Project Director, the US and Nigeria Support Units for Fourth Party Logistics (4PL) service provider contract for the Malaria Component of the Global Fund Grant Cycle 7 (GC7). S/he will collaborate effectively with cross-functional teams (Supply Chain Operations, TQM, ERP/MIS/IT, Finance and Compliance/Audit) and contribute significantly to the project's success by ensuring the efficient and compliant procurement of essential health supplies for the targeted communities.

Major Responsibilities

Strategic Partnership Development:

- Develop and execute a comprehensive strategic partnership strategy aligned with the objectives of the Malaria Component of the Global Fund Grant Cycle 7 (GC7), emphasizing enhanced collaboration and coordination among stakeholders.
- Identify, evaluate, and prioritize potential partners, including NGOs, academic institutions, and private sector entities, to expand the reach and impact of malaria prevention and treatment initiatives.

Relationship Management:

- Cultivate and nurture strong relationships with key partners, such as Global Fund Country Coordinating Mechanisms (CCMs), Ministries of Health, and procurement agencies, fostering a collaborative environment conducive to program success.
- Collaborate closely with internal teams, including logistics, procurement, and program management, to ensure seamless integration of partner contributions into program delivery and operational priorities.

Representation and Advocacy:

- Showcase our expertise and capabilities in strategic partnerships, advocating for innovative approaches and best practices to enhance program effectiveness and sustainability.

Performance Monitoring and Evaluation:

- Monitor and evaluate the performance of strategic partnerships, tracking key metrics and outcomes to assess impact and identify areas for improvement.
- Provide regular updates and reports on partnership activities, ensuring transparency and accountability to internal and external stakeholders.

Capacity Building and Support:

- Provide guidance and support to project teams and partners on partnership development and management best practices, fostering a culture of collaboration, innovation, and continuous improvement.
- Facilitate knowledge sharing and capacity building activities to strengthen partner engagement and ensure alignment with program goals and objectives.

Business Development:

- Identify and pursue new business opportunities aligned with MEBS Global's strategic objectives, leveraging existing partnerships and networks to expand our portfolio of projects and services.
- Assist in the development of proposals, concept notes, and business plans for potential funding opportunities, working closely with internal teams to ensure alignment with organizational priorities and donor requirements.
- Conduct market research and analysis to identify emerging trends, opportunities, and challenges in the global health sector, informing strategic decision-making and positioning MEBS Global as a leader in the field.

With regards to the Government and Stakeholder Coordination, the Senior Manager, Strategic Partnerships shall have the following specific responsibilities:

- Act as the primary source of information between the project team and government stakeholders.
- Manage statutory communications with State LMCUs.
- Serve as a bridge between MEBS and government agencies, facilitating effective communication, collaboration, and understanding.
- Convey Policies and Regulations: Communicating government policies, regulations, and directives.
- Convey Policies and Regulations: Communicating government policies, regulations, and directives.
- Provide regular and timely updates while keeping government agencies stakeholders informed.
- Ensure that the concerns, feedback, and information from MEBS are effectively communicated to the government agencies.

- Respond to inquiries from external stakeholders and providing clarification on actions or decisions.
- Build and maintain relationships by cultivating positive relationships between government agencies and MEBS Global.
- Actively engage with key individuals and organizations to strengthen ties that foster collaboration.
- Handle concerns or disputes that may arise between MEBS Global and the government.
- Serve as a mediator to resolve conflicts and ensure a constructive dialogue.
- Advocate for stakeholder Interests by representing the interests of 4PL and Global Fund to the government and advocating for policies that align with their needs.
- Encourage partnerships and collaborations between the government and 4PL and Global Fund.
- Facilitate and coordinating meetings, events, or forums between government representatives and 4PL project team and Global Fund.
- Manage joint projects or initiatives involving both the government and 4PL and Global Fund.
- Conduct training sessions or workshops to educate external stakeholders about 4PL and Global Fund processes, requirements, and initiatives.
- Other duties as assigned by the Project Director.

Evaluation Method

- Annual performance appraisals
 - Quarterly documented feedback and mentoring discussions
 - Quarterly score card of work plan tasks and achievements
 - Other duties as assigned

 - Proficiency in developing and implementing supply operations chain strategies within the context of health programs.
- Strong understanding of supply chain management and logistics operations,

Qualifications

- Bachelor's degree in logistics, procurement, supply chain management, public health, international development, business management or a relevant field. A master's degree is highly desirable.
- With a master's degree, minimum of 7 years of progressive experience in logistics, procurement, supply chain management, with at least 3 years of experience managing logistics, procurement, supply chain management activities in the global health sector, preferably with donor-funded projects. With bachelor's degree, minimum of 10 years of progressive experience in logistics, procurement, supply chain management, with at least 5 years of experience managing procurement activities in the global health sector, preferably with donor-funded projects.
- In-depth knowledge of procurement principles, practices, regulations, and standards, including familiarity with multilateral or bilateral donor procurement guidelines (e.g., Global Fund, USAID, DFID etc.).



- Proven track record of establishing and managing strategic partnerships with diverse stakeholders, including government agencies, NGOs, and private sector organizations.
- Proficiency in developing and implementing supply operations chain strategies within the context of health programs.
- Strong understanding of supply chain management and logistics operations, particularly in health commodity procurement and distribution.
- Excellent communication and interpersonal skills, with the ability to engage and influence stakeholders at all levels.
- Demonstrated leadership abilities, including the capacity to lead cross-functional teams and drive results in a fast-paced environment.
- The ideal person should be able to demonstrate exceptional negotiation skills and exhibit a comprehensive understanding of multilateral agency guidelines.
- Excellent ability to function in a detail-oriented environment.
- Experience working with donor funded programs is a plus.
- Demonstrated ability to work comfortably with Microsoft Office software, specifically Word, Excel, and PowerPoint.
- Experience with ERP, supply chain management and other logistics software is required.
- Demonstrated ability to work effectively both independently and as a team member.
- Excellent organizational and communication skills.
- Strong written and verbal English language skills.
- Strong interpersonal skills.

Interpersonal Competencies:

- Ability to work with other team members, flexibility, decisiveness and personal integrity

Language:

- Fluency in English (speaking, reading, and writing).

How to Apply

Interested and qualified candidates are to submit CV and Cover Letter as a single document, addressing the position requirements to ncrecruitment@mebs-global.com

All applications must include the position title in the email subject line.

Please note that only short-listed candidates will be contacted for interview and *we are an equal opportunity organization so women are strongly encouraged to apply for this position.*

Applications submission deadline: **February 23, 2024.**