**Senior External Affairs Consultant, India**

**Location:** DNDi, Delhi, India.

**The Drugs for Neglected Diseases initiative (DNDi) is an international, not-for-profit research and development (R&D) organization that develops and delivers new treatments for neglected diseases that affect millions of the world’s poorest people.**

Together with more than 200 public research and industry allies worldwide, we use the power of partnership, innovation, open science, and advocacy to find solutions to a great injustice: the lack of medicines for life-threatening diseases that disproportionately impact poor and marginalized people. Driven by collaboration, not competition, and by patients’ needs, not profits, we promote equitable access, foster inclusive and sustainable solutions, and advocate for a more effective global biomedical R&D system that meets the needs of neglected patients.

Since our inception, DNDi has delivered nine new treatments for people with sleeping sickness, visceral leishmaniasis, Chagas disease, HIV, hepatitis C, and malaria that have saved millions of lives. We now aim to deliver an additional 15-18 new treatments by 2028 – addressing R&D gaps for neglected tropical diseases and viral infections, including new pandemic-prone diseases (such as COVID19) and climate-sensitive diseases (such as dengue) with a focus on the needs of patients in low- and middle-income countries.

With 250 employees of 37 nationalities located in nine offices on four continents, DNDi is committed to diversity, equity, and inclusion as essential parts of our culture and key drivers of our success. We encourage candidates of diverse profiles and backgrounds to apply.

DNDi India & South-Asia was established in 2004. An integral part of DNDi’s global network, it mobilizes and supports Indian research and science institutions to develop an end-to-end approach to neglected diseases R&D. DNDi aims to co-create sustainable solutions with Indian partners while sharing expertise with the Indian biotechnology industry and ensuring access for patients and public health. It supports the implementation of R&D projects on visceral leishmaniasis, COVID, paediatric HIV, Dengue, and antimicrobial resistance

The External Affairs Department drives DNDi’s visibility, influence, and financial sustainability. Its teams (Policy Advocacy, Communications, and External (Donor) Relations) ensure that DNDi is visible and influential in key circles, respected for its approach and achievements, supported by powerful and committed stakeholders, effective in advocating for neglected patients and driving policy change, and successful in securing the resources needed to deliver on its mission.

**Purpose of the position**

The consultant is supporting the institutional development of DNDi India. The role involves liaising with and expanding a network key stakeholders, including donors and policymakers to steer major fundraising and policy advocacy efforts. This includes highlighting the need for equitable models of research & development (R&D), particularly to deliver new treatments to respond to the needs of neglected populations and foster new ecosystems for innovation to ensure R&D is deployed in the public interest.

**Specific Job Responsibilities**

External affairs stakeholder engagement: Expands the reach and influence of DNDi and the power of its champions

* Build an **effective network with Indian policy and decision-makers** in the areas of (public) health, access to medicines, drug research and development, as well as NGOs and Civil society representatives.
* Identify and support the **outreach to key stakeholders in India**
* Initiate, develop, effective **influencing strategies** towards our stakeholders in South Asia, including to promote the use of DNDi products in national policies and protocol changes for NTDs and viral diseases.
* Support the **growth of science networks and regional partnerships, thereby promoting opportunities for collaborative funding**.
* Together with the India team, ensure the strengthening and the expansion of partnerships within the region
* Produce **high-quality leads** through engagements with partners on organizational strategies.
* Together with regional Communication teams, develop engagement plans and communication strategies to enhance positioning efforts, stimulate visibility and create influence among our stakeholders.

**Policy Advocacy:**

* **Fosters a network of policy makers, civil society groups, and private sector players** working in the region on innovation and access in the area of R&D and NTDs**.**
* **Contribute to the development and dissemination of** **advocacy tools** (articles, briefing documents, e-resources or platforms) to support stakeholder engagement
* **Supports Regional Director in representing DNDi** **in external policy meetings,** and engage with key advocacy partners to help **build strong coalitions** **and more effective influence networks**
* Supports in development of **regional strategic advocacy plan** with the Director of Policy Advocacy and the Regional Director SARO. The plan should be aligned with the overall advocacy objectives of DNDi worldwide, to influence policies and practices to enable a sustainable environment for R&D for neglected populations in the region.

**Resource development:** **Develop & implement fundraising strategies and build donor relations**

* **Oversees the mapping** of **prospective** public and private sector donors and engage with them to position DNDi for fundraising success
* Supports the development of a strategy for **fundraising in SARO**, potentially targeting Government, foundations, corporations, Corporate Social Responsibility Sector and institutional donors in alignment with DNDi’s policies.
* Bring new ideas and new fundraising methods to realize the ambitions of India under the current DNDi Strategic Plan (2021-2028) and Regional Road Plan.
* Ensure effective donor stewardship, including visibility, communication, and strategic engagement to create the conditions necessary for long-term relationship
* Acquires a **strong understanding of DNDi’ s R&D portfolio** and develop internal collaborations to align DNDi projects to funding opportunities.
* Enable and support the Regional Director’s external engagements with key potential and existing partners
* Work closely with the technical teams globally to explore, identify and respond to Fund Raising opportunities

**Additional /specific/projects responsibilities**

* Participates in the **development and execution of the regional road plans and yearly action plan**, to translate the organizational goals into yearly operational objectives.
* Attends weekly office meetings, global external affairs meetings to ensure alignment, discuss specific matters and represent DNDi SARO as required

The above list of responsabilités is not exhaustive, and you may be required to undertake other responsibilities appropriate to the grade. This job description may be subject to review.

***Reporting line***

* Reports to the South Asia Office Regional Director
* The position has the secondary reporting line to the global External Relations Director & Director of Policy Advocacy

***Interactions***

* This role has frequent interaction with DNDi staff globally and external stakeholders to coordinate provision of work or to advocate, persuade and gain support or commitment. This role represents DNDi for a programme/service area and develops and maintains relationship with current and future partners..

**Job Requirements**

***Skills and Attributes***

* High ability to demonstrate initiative, prioritize, multi-task, and work well under pressure to meet deadlines
* Very clear and systematic thinking that demonstrates strong judgment and problem-solving competencies
* Excellent communication, and public speaking skills, ability to convince and represent DNDi at events
* High ability to "articulate clearly" how DNDi model works and DNDi’s capacity to impact life of patients (on health care and on health innovation environment)
* Proven ability to interact with internal and external stakeholders
* Highly organized and structured
* Very strong strategic thinking and leadership abilities
* Excellent management, negotiation, and advocacy skills

***Experience***

* Over 10 years of experience in fundraising and / or policy advocacy preferred.
* Outstanding track record of success in fundraising and/or policy-advocacy, especially in the area of public health will be preferred.
* Proven knowledge of the role of external communications
* Proven ability to work effectively in a team environment and matrix structure
* Significant understanding of and experience in the institutional global health environment in India.

***Education***

* Advanced post graduate degree or graduate degree with equivalent in experience to reach Master level

***Other Requirements***

* High proficiency in English and Hindi.
* Excellent knowledge of Microsoft Suite

***Other information***

Status: Consultancy for one year (possibly renewal)

***To apply***

* Only shortlisted candidates will be contacted
* Application submission for this position may close early if we have enough suitable applicants