



## **Consultant: Senior Advisor to the External Affairs Director (United States-Based)**

**GARDP is seeking a United States-based consultant to develop a fundraising and visibility strategy to secure public and private funding in the US.**

The Global Antibiotic Research and Development Partnership (GARDP) seeks a Senior Consultant for External Affairs to build its presence and profile in the US.

GARDP is a not-for-profit research and development organization accelerating the development of new and improved treatments for drug-resistant infections. GARDP works with partners to ensure sustainable access to treatments, promoting responsible use and affordability to all in need. The organization's focus areas include sexually transmitted infections (gonorrhea), antibiotics for children (neonatal sepsis and pediatric infections) and serious bacterial infections in hospitalized adults. GARDP aims to deliver five new treatments by 2025. As GARDP's engagement and footprint grows in the US, there is increasing need to build awareness of the organization, develop the brand as a public health driven research and development organization that translates innovation into access, and secure funds to support growth.

GARDP was established in 2016 through a close collaboration between the World Health Organization (WHO) and Drugs for Neglected Diseases initiative (DNDi) and is a core element of the Global Action Plan on Antimicrobial Resistance. Built on the shared missions of WHO and DNDi, GARDP draws its strengths from both WHO's mandate to drive the global response to drug-resistance and set health priorities, and DNDi's expertise in harnessing partnerships with the public and private sectors and building a pipeline for public health needs-driven research and development.

GARDP continues to work closely with its founding partners to help ensure that its efforts contribute to a world where antibiotic treatments are developed for all those who need them.

### **Objectives of the Role**

The Consultant is responsible for building the presence and profile of GARDP in the US. He/she is responsible for developing a fundraising and visibility strategy to secure funding partnerships from both public (US government agencies and US-based multilateral institutions) and private sources (foundations, major donors and general public). The US is the largest funder of global health research and development and the top philanthropic market globally.

The Consultant will develop a roadmap for GARDP's efforts to increase its visibility and profile and raise funds in the US, including resources required to build the profile and donor base in the US for GARDP both in the short and long term.

### **Expected Outcomes**

- ✓ Road map for building presence and profile of GARDP in US is developed and agreed
- ✓ Mapping of key stakeholders is conducted and a stakeholder management plan is defined and implemented
- ✓ Fundraising strategy with clear rationale for investments is developed and agreed
- ✓ Implementation of the strategy is launched

### **Terms of Reference**

The overall objective of the role is to define a strategy and implement the necessary steps to build the visibility and profile of GARDP and secure funding from US public and private sources. In order to achieve this objective, the consultant will need to:

- Review the GARDP External Affairs objectives as defined in the 2020 action plan
- Conduct and/or outsource feasibility studies to assess public and private (foundations, major donors and general public) fundraising potential
- Develop a plan for building the presence and profile of GARDP in the US

- Organize US stakeholder management, document and expand the GARDP network in the US, build a strategy with network holders to consolidate personal networks into GARDP supporters, and identify key gaps
- Propose a staged investment plan to secure funding from public and private sources
- Lead efforts to identify and secure immediate public & private funding opportunities in the US
- Propose a plan for management of public funding with relevant staff and/or consultants
- Propose the required set-up / location for the next two years to achieve the defined ambitions of raising and managing funds
- Define and propose the resources necessary to deliver on the short-term action plan
- Propose a mid to long-term External Affairs strategy and plan (activities and set-up) for the US
- Represent the organization with key stakeholders in the US

## Interactions

The consultant will work with the GARDP External Affairs team, engaging with key partners including DNDi North America, Combating Antibiotic-Resistant Bacteria Biopharmaceutical Accelerator (CARB-X), Doctors Without Borders/Médecins Sans Frontières (MSF), US government agencies, private funders, research collaborators, US-based multilateral institutions, etc.

## Education and Experience

- 7-10 years' experience in external affairs, fundraising
- Proven track record in raising funding from public and private sources
- Proven ability to work effectively in multicultural, multilocation settings
- Understanding of and commitment to global health, medical innovation, scientific research, and access to medicines issues from experience working in the not-for-profit sector
- Advanced post graduate degree or graduate degree with equivalent in experience to reach Master level
- Excellent knowledge of Microsoft Suite and Salesforce ideal

## Location:

- Preferred location: Boston, MA. Other possible locations New York, NY and Washington, DC.
- Frequent travel to other locations as needed including New York, NY, Washington, DC, Geneva, Switzerland required.

## Term:

- As soon as possible to 31 December 2020

## To apply

- Please submit your application (CV and Cover Letter) to the following e-mail address: [gardphr@gardp.org](mailto:gardphr@gardp.org)
- Deadline for application: Accepting applications until April 19<sup>th</sup>, 2020
- All candidate will be reviewed after closing date
- **Only shortlisted candidates will be contacted**