

Job description

Job title	Innovation Advisor
Department	Department of Design and Innovation
Location	Nairobi, Kenya or Abuja, Nigeria
Reporting to	Assistant Director, Design and Innovation
Responsible for	N/A
Liaison with	Other staff in the Department of Design and Innovation, Technical Department, New Business and Partnerships, Communications Unit
Hours	Full time, 35 hours per week
Type of contract	Permanent
Organisation	
<p>We are a global team of experts and innovators tackling some of the world's most pressing health challenges. We work with leaders and change makers around the globe to bring health strategies to life. We provide ideas, advice and technical know-how that enable our partners to build a path to lasting change.</p> <p>With 30 years' experience in global health, we collaborate with our partners to explore existing evidence, combine expertise, scale up ideas and co-create solutions that accelerate change. This includes collaborating on policy design, managing initiatives, building powerful coalitions and galvanising social movements. Our impact is felt across whole communities, with a focus on women, girls and those who have been marginalised.</p> <p>As part of MSI Reproductive Choices, all our profits go back into supporting MSI's own mission of children by choice, not chance.</p> <p>We believe in a world where everyone can access the high-quality health services they need, without financial burden.</p>	
Main purpose of job	
<p>The Innovations Advisor is a key role in the Department of Design and Innovation (DDI) and central to Options' global innovation strategy. In this position you will grow the business portfolio of innovations linked to our strategic priority areas, bringing your creative flair to pick up innovations, help build them to scale, and express what they offer to the market.</p> <p>As Innovations Advisor you will provide technical support which transitions innovations from design and piloting to proof of concept and achieving sustainable scale. You will proactively identify promising solutions within our own programmes and scan the environment for external global health innovations that could be taken up by Options either through partnerships, integration and expansion. This dynamic role will also see you creating commercial opportunities for our innovation work through pitching to potential investors and identifying and supporting submissions to funders. While this role supports our innovation work globally, a key priority will be providing leadership on generating a pipeline of innovations to take to market in focus countries (Kenya, Nigeria and/or Nepal) in conjunction with our national teams.</p> <p>The ideal candidate brings experience in developing, supporting and marketing innovations to secure investment. They will be motivated to work across Options programmes and departments and be energised by external facing networking to identify synergies, deepen our knowledge in new technical markets, and open opportunities to grow our portfolio of impactful innovations. Ideally, they come with</p>	

existing networks and a knowledge of innovation platforms and funders that they can capitalise on to rapidly deliver and deepen our value to the innovations sector in Kenya and/or Nigeria and beyond.

We welcome candidates from the private sector with an impact investing lens, expertise in the whole innovation cycle and insights into the innovation market; we are keen for the candidate to bring new perspectives and approaches into DDI and Options more widely. The ideal candidate has demonstrated ability to independently lead a breadth of work and respond rapidly to shifting priorities, as well as an aptitude for moving between in-depth technical work through to marketing ideas to funders. We seek applicants with a strong track record in managing complex partnerships and investor/funder relationship management.

Note: All levels of position in the organisation assume some degree of responsibility for safeguarding. Your accountabilities will align with the level and scope of the position and appropriate training will be provided.

Main duties

Marketing innovations to funders

- Identify innovations in the global health sector that have the potential to bring business value to Options
- Work with the Director of DDI and Country Representatives/Team Leads to identify and market service/product innovation offers and position them for funding
- Actively market and craft innovation descriptions in creative ways to attract investment, including making in-person and on-line presentations
- Work with New Business and Partnerships department to identify funders and investment approaches for new ideas and incorporate an innovation lens in key proposals/bids
- Lead design and learning sessions to source and flesh out new ideas (including from existing Options' programmes) that have the potential for expanding the ways that Options does business

Country specific innovations for the market

- Conduct market mapping on global health innovations with Options global teams and external stakeholders to inform country level strategies
- Facilitate co-creation workshops to build a pipeline of innovations (from internal programmes and scanning the environment) that fit market priorities and Options' strategic areas of interest
- Write proposals and market innovations proactively to funders
- Identify partnerships and broker funding opportunities
- Contribute to the ways Options manages its relations with investors and clients relating to national and regional innovation opportunities in conjunction with the Country Representative and global teams.

Capacity and support for design and innovation

- Seek out the latest thinking, ideas and approaches for integrating design and innovation in global health strategies
- Advise Options' teams about ways to design and take innovations to scale
- Contribute to designing and implementing events such as pitch fests, co-creation workshops, design sprints and innovation sessions
- Provide ideas and initiatives that will further position Options as an innovator in global health

Note: this job description reflects the present requirements of the post. As duties and responsibilities change and develop the job description will be reviewed and be subject to amendment in consultation with the job holder.

Signed by:

Date:

Person specification

Criteria	Essential	Desirable
Qualifications		
Professional qualification or degree in a marketing, impact investing, innovation or related area, or an equivalent level of professional experience	✓	
Experience		
<p>Professional experience in building a pipeline of innovations and expertise in working on innovations</p> <p>Strong experience in providing technical inputs across the innovation life cycle and programmes</p> <p>Good track record of working with innovation funders and networks to unlock commercial and technical opportunities, as well as funder/client relationship management</p> <p>Demonstrated leadership in proactive and reactive business development for innovation funding, including market mapping, developing funding proposals, marketing and/or pitching to funders</p> <p>Good track record of partnership and network building for sourcing new ideas</p> <p>Experience in health systems innovations, maternal and newborn health or health systems strengthening.</p>	<p>✓</p> <p>✓</p> <p>✓</p> <p>✓</p> <p>✓</p>	<p></p> <p></p> <p></p> <p></p> <p></p> <p>✓</p>
Skills and attributes		
<p>A flair for expressing ideas in ways that captivate audiences</p> <p>An enthusiasm for capturing new ideas and packaging them in ways that will meet the strategic interests of investors</p> <p>Excellent skills in marketing products and ideas to achieve business growth</p> <p>Excellent problem-solving skills and creativity to help stimulate and unlock barriers to innovative solutions</p> <p>Excellent verbal and written communicator in English</p> <p>Knowledge of best practice tools, methods and approaches in taking innovations to sustainable scale</p> <p>Good understanding of the latest developments in innovations in global health</p> <p>A creative outlook and an appetite to seek and generate new ideas</p>	<p>✓</p> <p>✓</p> <p>✓</p> <p>✓</p> <p>✓</p>	<p></p> <p></p> <p></p> <p></p> <p></p> <p>✓</p> <p>✓</p> <p>✓</p>
Other requirements		
Pro-choice	✓	

Commitment to equal opportunities	✓	
A commitment to the programme's and Options' principles of Safeguarding, Do No Harm, and to comprehensive sexual and reproductive health and rights	✓	