



Title: Country Representative, Cote d'Ivoire

Department: West and Central Africa

Based in Cote d'Ivoire

Up to 20 % international travel

Reports to the Senior Regional Director, WCA

Who we are

We're Population Services International (PSI), the world's leading non-profit social marketing organization. We work to make it easier for people in the developing world to lead healthier lives and plan the families they desire by marketing affordable products and services that range from mosquito nets to contraceptives to HIV testing.

There are over 9,000 "PSI'ers" around the world. It's a diverse group of entrepreneurs and professionals with an unusually wide range of backgrounds- from the medical industry to the music business - all with unique skills we bring to the job.

Join us!

PSI seeks entrepreneurial, dynamic candidates with an interest in private sector approaches to development for Country Representative, Cote d'Ivoire. The Country Representative (CR) will oversee PSI's existing health projects and new business development activities in Cote d'Ivoire. The CR will provide oversight to the PSI/Cote d'Ivoire staff and oversee the HIV/AIDS prevention, treatment, and care program currently being implemented. The CR will have expertise in implementing bi- and multi-lateral donor-funded projects focusing on health areas such as HIV/AIDS, Malaria and/or Family Planning and Reproductive Health. The Country Representative represents PSI to government, key stakeholders and donors; directs staff; develops new business opportunities; ensures contract compliance; manages financial, administrative and logistical resources; prepares and executes budgets, marketing and work plans. In addition to proven skills in organizational management, the ideal candidate will have demonstrated ability to grow platform funding and health impact and to maintain excellent partnerships with donors, the government and other key stakeholders. The CR will report to the Regional Director for West and Central Africa in Washington, D.C.

Sound like you? Read on.

Your contribution

The Country Representative will be responsible for the overall development (fundraising, networking

and collaboration with partners), management (financial, administrative, and programmatic and compliance), and representation of PSI's activities in Cote d'Ivoire. This includes, but is not limited to:

- Ensuring the continuity and growth of programs and funding;
- Managing existing programs in HIV, while adding new programs as appropriate;
- Leadership in fundraising activities, working successfully with existing and new sources of funds;
- Leading strategic planning as well as overall institutional development and systems strengthening in collaboration with Senior Regional Director;
- Managing external relations with donors (e.g. Global Fund, PEPFAR, CDC and UN), governments, international and local NGOs, and commercial entities;
- Ensuring in-country personnel recruitment, training, and supervision of over 40 staff with a strong emphasis on staff mentoring/coaching;
- Building the platform staff capacity based on an annual training plan and MBOs;
- Overseeing the development and implementation of evidenced based marketing and communication campaigns and other social marketing activities including stronger emphasis on data to decision making;
- Tracking and maintaining distribution systems and sales figures;
- Developing donor annual workplans as required;
- Supervising marketing, M&E and research activities;
- Overseeing a growing portfolio of sub-grantees;
- Overall program planning and budget oversight;
- Ensuring timely and accurate programmatic and financial reporting to PSI/Washington and donors as required;
- Developing and enforcing field office administrative policies;
- Other duties as assigned.

What are we looking for?

The basics

- Significant fundraising, personnel and financial management experience;
- At least eight years' management/work experience in a developing country; experience working in West Africa preferred;
- Relevant post-graduate degree (MBA, MIA, MPH, etc.) or equivalent experience;
- Knowledge of international development and health issues, including HIV/AIDS, FP, Malaria and child survival programs;
- Proven ability to mentor staff as well as to transfer coaching skills to supervisors;
- Familiarity with USG, Global Fund as well as other international donor community;
- Proven leadership demeanor: calm under pressure, diplomatic, and decisive;
- Fluency in French and English;
- Proficiency in word processing, the use of Excel, and data analysis;
- Excellent writing skills;

What would get us excited?

The successful candidate will be a creative, innovative and strategic thinker, and will have: excellent communication, analytical, organizational, interpersonal and cross-cultural skills; a strong interest in private sector approaches to development; and proven ability to produce results. Preference will be given to candidates with private sector experience in marketing, communications, familiarity with international health issues (particularly HIV/AIDS, family planning, maternal and child health); familiarity with USG and other international donor community guidelines; and familiarity and experience with PSI's processes, procedures and policies.

STATUS

- Exempt

Please apply directly on the [PSI website](#).

PSI is an Equal Opportunity Employer and encourages applications from qualified individuals regardless of actual or perceived race, religion, color, sex, age, national origin, disability, sexual orientation, marital status, personal appearance, matriculation, political affiliation, family status or responsibilities, gender identity or expression, pregnancy, childbirth, related medical conditions or breastfeeding, genetic information, amnesty, veteran, special disabled veteran or uniform service member status or employment status.