



Country Manager

## Description

## About the Organisation

The Global Alliance for Improved Nutrition (GAIN) is driven by the vision of a world without malnutrition. GAIN is a Swiss-based foundation that mobilizes multi-sector partnerships and provides financial and technical support to deliver nutritious foods to those people most at risk of malnutrition. The organization is delivering improved nutrition to an estimated 820 million people in more than 30 countries, half of whom are women and children. Nutrition products are as varied as fortified cooking oil and flour in Africa, soy sauce in China and biscuits in Bangladesh, as well as specialized products for infant and young child nutrition. GAIN is also exploring innovative models to link agriculture and nutrition security, to protect the most vulnerable affected by emergencies and to foster lasting impacts on improving child growth and development. GAIN's goal is to reach 1 billion people by 2015 with nutritious foods that have sustainable nutritional impact.

In Bangladesh, GAIN fights malnutrition through innovative and sustainable models that increase access to affordable nutritious foods among communities vulnerable to malnutrition. GAIN supports a wide range of nutrition programs in areas including: Agriculture and Nutrition; Community-led MIYCN Home Fortification; Large-Scale Food Fortification; Female Garment Workers Nutrition; Community-led Integrated School Nutrition. GAIN has also successfully supported National Legislation on fortification of edible oil with Vitamin A and is actively involved in the development of the National School Feeding and Nutrition Policy as well as the National Micronutrient Deficiency Control Strategy in close partnership with the Government of Bangladesh and others.

GAIN requires an exceptional leader with a broad understanding of public health, who can think critically and innovate to develop solutions to drive impact at scale through multi-sector partnerships. The new country manager will develop the vision and strategy for GAIN Bangladesh, secure future funding to deliver new work as well as manage the successful implementation of the current portfolio.

## Purpose of Position

Responsible for the development and implementation of GAIN's nutrition strategy in Bangladesh, including in-country resource mobilization efforts, the identification of GAIN's niche in country and ensuring that GAIN plays a catalytic role in engaging government, donors, NGOs and business partners around strategies to end malnutrition.

Responsible for the management of all aspects of GAIN's Bangladesh Country Office, including high-quality program design and proposal development, program implementation, reporting, fiscal and human resource planning and oversight of local implementing partners.

## Major Responsibilities

### Program Delivery:

- Responsible for the delivery of high-quality and effective programs that drive impact at scale, specifically by managing the implementation of the portfolio of projects in line with donor commitments, critically analysing project progress and performance and resolving issues as they arise.
- Ensures that all project risks are documented and assumptions revisited on a regular basis to ensure risks and mitigating factors reflect the current context.
- Provides management and technical support for the development, planning, implementation, monitoring and reporting of program activities and monitoring of EAs, with the support of GAIN technical staff.
- Identifies, builds and manages the national and regional multi-sector partnerships needed to support program implementation.
- Ensure all reports for GAIN management, donors and others are of high quality.
- Ensure a holistic approach to the programmatic, technical, country, as well as learning and research agendas, to ensure that projects are as successful as possible and learning is effectively shared internally and externally.

### Resource mobilization and multi-sector partnerships:

- Responsible for fundraising in Bangladesh, with both local and global organizations and for the continuation and expansion of projects.
- Develop an annual business development strategy and action plan (resource mobilization, private sector engagement, etc.) in collaboration with the GAIN Initiative Leads and Program Development team.
- Responsible for identifying concrete opportunities for GAIN's engagement in Bangladesh and new projects and proposals, in collaboration with GAIN Initiative Leads and Program Development Team.
- Develop and build new funding partnerships, especially with Bangladesh institutions and corporate donors.
- Cultivate relationships with key bi-lateral/multi-lateral donors and private sector stakeholders and proactively pursues relevant opportunities, with GAIN's Investment and Partnerships Team.
- Strategically develop relationships with and represent the organization to donors, government institutions, NGOs and the business community.

**Advocacy and Communication:**

- Represent GAIN in local meetings with Bangladesh government and partners.
- Represent GAIN in strategic partnerships dedicated to public health and nutrition.
- Lead on the implementation and strengthening of GAIN's advocacy strategy.
- Develop and manage the implementation of a communication and visibility strategy to share GAIN's experience, progress, successes and lessons learned.

**Office/Operations Management:**

- Provide strategic leadership to the Bangladesh office and manage all resources in line with GAIN's global policies.
- Lead and develop the Bangladesh country team drawing on technical resources, primarily from GAIN headquarters and field offices, but also from pools of expertise available locally or globally.
- Maintain oversight of the financial management, including project, country and donor spending against budgets. Ensure projects are cost-effective.
- Define an annual business plan with budget, and staffing plan for country program, and ensures it is reflected in Program of Work and Budget (PWB). Control and manages the resources defined in the PWB.
- Manage systems and business processes for finance, HR, contracts, facilities and IT that are integrated and aligned with Geneva headquarters.
- Ensure GAIN Bangladesh is operating in full compliance of all local laws and regulations.
- Ensure the safety and security of Bangladesh office staff and assets.

**Other Responsibilities:**

- Contributes expertise as required to teams GAIN may establish to address critical bottlenecks or develop new thinking on issues of concern at national, regional or global level.
- Contribute to the development of a knowledge base on GAIN's portfolio, on Bangladesh specifically and on national and regional trends in nutrition and related issues that might impact on GAIN's programming.

**Key Organizational Relationships:**

- Reports to Chief Operating Officer.
- Bangladesh team.
- Subject matter experts, managers and technical staff in GAIN.
- Country managers and staff in country offices globally.

**Profile**

- Strategic thinking and leadership abilities.
- Excellent management, negotiation and advocacy skills.
- Able to build shared purpose, energy and enthusiasm into GAIN's team.
- Ability to operate within the corporate and public sectors to effectively liaise with private companies, development agencies, and governments in different cultures.
- Ability to use initiative, prioritize, multi-task, and work well under pressure to meet deadlines.
- Clear and systematic thinking that demonstrates good judgment, expert problem solving, and creativity.
- Strong communication skills in multi-cultural, multi-lingual environments.
- Ability to work effectively as part of a multi-cultural team.
- Excellent analytical skills.

**Experience:**

- At least fifteen years' experience in developing and managing public health-related projects in a multi-cultural environment, preferably at international level in the private sector, food industry, government or international organizations.
- Experience delivering nutrition or food fortification programs would be an asset but is not a requirement.
- Experience working in Bangladesh would be advantageous.
- Possess excellent political judgement and experience of partnering with national government on questions of public health policy, with the ability to influence key decision makers.
- Proven ability to work effectively in a team environment and matrix structure is critical.
- Proven track record in resource mobilization/business development.

- Experience building and leading teams.

**Education:**

- Master's Degree in food science, nutrition, public health, economics, business administration, or a suitable equivalent.

**Other Requirements:**

- Fluency in English.
- Proficiency in local languages is desirable.
- Willingness and ability to travel within Bangladesh and globally.

**Meta Fields**