Position Specification

GAVI, The Vaccine Alliance

Director, Vaccine Supply and Demand

Private and Confidential
Gavi, The Vaccine Alliance

Launched in 2000, Gavi is a leading international public-private partnership (PPP) committed to saving children’s lives and protecting people’s health by increasing equitable use of vaccines in lower-income countries. The organisation is seeking to appoint a new Director - Vaccine, Supply and Demand.

Since 2000, Gavi has supported developing countries in the immunisation of over 700 million children saving 10 million lives and generating US$150 billion in economic benefits. The Alliance’s work has helped to reduce child mortality related to vaccine preventable diseases by nearly 60% in 68 Gavi supported countries. New life saving vaccines have been scaled up at an unprecedented rate reducing mortality, morbidity and disability. The number of children in Gavi supported countries who miss out on basic immunisation has been reduced by nearly half from 30 million in 2000 to just about 16 million in 2017. This has been achieved despite a 15% increase in the number of children surviving beyond 12 months in Gavi supported countries since 2000. In 2017 alone, 65 million children were immunised with Gavi supported vaccines. To build upon this progress and take full advantage of the opportunities of 2016-2020, the organisation exceeded its replenishment target at the Gavi replenishment conference in January 2015 and secured $7.54 billion in donor pledges. This will enable the Alliance to fulfil its goal of immunizing more than 300 million additional children, and save 5 to 6 million deaths in the current strategic period of 2016-2020. With as many as 20 countries transitioning out of Gavi’s financial support in this period, however, ensuring that programmes are sustainable in the long-term is essential.

Gavi’s business model combines excellence from both the private and public sectors and a commitment to running a lean organisation that makes a measurable impact upon global health, including the long-term strengthening of health systems. Gavi builds on public sector expertise in health and development, with the acumen of private sector individuals and organisations. The Alliance brings together developed country donors, implementing governments, civil society organisations, research and technical institutes, and vaccine producers with the World Health Organisation, UNICEF, and the World Bank, the Centers for Disease Control and Prevention (CDC), private philanthropists and international financiers to find ways to fund and support immunisation in the world’s poorest countries and advance the UN Sustainable Development Goals. Making the reach of immunisation near universal and thus foundational to the new SDG vision of Universal Health Coverage would be a key focus moving forward.

Working as an alliance, Gavi achieves objectives in support of its mission that no single agency or group alone could realise. These include cooperating to accelerate access to underused and new vaccines; innovative performance-based financing and programming approaches to international development aid; strengthening national health and immunisation systems; and introducing innovative immunisation technology. By pooling demand for vaccines from the world’s poorest countries, securing long-term funding and shaping vaccine markets, Gavi are accelerating access to life-saving vaccines in the countries that need them the most.
For more information on Gavi, please visit their website at: http://www.gavi.org/

**The Gavi Governance Structure**

Originally hosted by UNICEF at its launch in 2000, Gavi became a Swiss foundation in 2009 and has been granted international institution status in Switzerland with special privileges and immunities. The reorganised governance structure combines attributes of public sector and corporate governance systems. The board, comprising 28 members from governments, partner organisations, civil society organisations and the private sector, is chaired by Ngozi Okonjo-Iweala, former Finance Minister of Nigeria.

**The Gavi governing board composition:**

Note - UNICEF, WHO and the Bill & Melinda Gates Foundation hold permanent seats, while representatives of other Gavi Partners serve on a time-limited basis.

More information on the Gavi governing board’s function and composition can be found here: https://www.gavi.org/about/governance/gavi-board/

**The Gavi Secretariat**

The Secretariat is a knowledge-based global strategic health/development partnership comprised of approximately 280 staff. It is responsible for managing the operations of the Gavi business, including strategy and policy development; advocacy and resource mobilisation; programme delivery, incorporating programme monitoring and evaluation; approving and disbursing funds; collaboration and coordination with other global health agencies; legal and financial management; and support and
administration of the Gavi Board and Committees. Offices are located in Geneva and Washington DC. The Secretariat is led by the CEO, Dr Seth Berkley, and supported by the Deputy CEO, Anuradha Gupta, and several teams.

More information on the secretariat, as well as the full organogram, can be found here: https://www.gavi.org/about/governance/secretariat/

The Role

GAVI has now created a new role in the organization titled: Director, Vaccine Supply and Demand. Reporting into the Managing Director, Vaccines & Sustainability, this individual will lead a large team with 3 units: Vaccine Implementation, Market Shaping, and Forecasting & Grant Operations. The goal is to strategically plan for and enable the equitable uptake of vaccines in Gavi supported countries.

S/he will contribute to achieving Gavi’s mission by shaping the markets for vaccines and other immunisation products and working with partners to enable implementation of these programmes in the countries that Gavi serves. This includes incentivising the development, supply, pricing of quality vaccines and leading the design and implementation of vaccine programmes.

The Vaccines & Sustainability function is structured as below:

Key Functions and Deliverables:

- Strategically plan for and enable equitable uptake of vaccines in Gavi supported countries;
- In close cooperation with relevant stakeholders, advocate for appropriate design, and management of efficient and effective vaccine delivery programmes;
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- Contribute to achieving Gavi’s mission by shaping the markets for vaccines and other immunisation products. This includes ensuring adequate and secure supply of quality vaccines; managing prices of vaccines and other immunisation products to an appropriate and sustainable level; and incentivising development of suitable and quality vaccines and other immunisation products, so as to foster healthy markets for products funded by Gavi.
- Develop and implement the Gavi Supply and Procurement Strategy, so as to develop, coordinate, communicate and contribute to the implementation of evidence-based supply and procurement strategies.
- Responsible for an integrated (programmatic and economic) Alliance annual renewal of programmes, and short- and long-term forecasting of demand and pricing.
- Provide guidance and thought leadership across the Secretariat and the Alliance on vaccine supply and programmes, their implementation and performance.

Key Results Expected:
- Progress on Gavi’s strategic goal of equitable and sustained coverage/uptake of vaccines including new vaccine introductions during 2016-2020;
- Effective target setting and reporting;
- Efficiency of renewals and forecasting processes to deliver timely and adequate supplies to countries;
- Achieve the Alliance goal on market shaping (SG4); achieve the goal-level indicators;
- Deliver best value for money on ~70% of Gavi’s annual funding to countries;
- Identify and find solutions to strategic questions related to market-based health commodity challenges;
- Create a team culture characterized by collaboration within the group and with partners and industry, respectful relationships and an atmosphere where ideas can be proposed and challenged. Develop the professional skills of team members, especially in relation to proactive planning and action, efficient work processes, decision-making and prudent risk taking.

Key Responsibilities:
- Lead and coordinate Gavi’s efforts to improve and accelerate equitable and sustained delivery of vaccines, including introduction of new life saving vaccines, in Gavi-supported countries;
- Manage and provide leadership to the Vaccine Implementation and Market Shaping teams;
- Ensure successful liaison with the partners and all stakeholders on matters related to Strategic Goal 1: Accelerate equitable uptake and coverage of vaccines; and to Strategic Goal 4: Shape markets for vaccines and other immunisation products.
- Work collaboratively with Alliance stakeholders to articulate the scope, needs and strategies of Vaccine Implementation and market shaping, including evolution of the strategies or operational model, and follow through on implementation activities for which the Gavi Secretariat is accountable;
- Comprehensively manage product knowledge for the existing Gavi portfolio by providing expertise on products related to their scientific, programmatic and market shaping aspects;
- Guarantee the quality of the vaccine demand and price data and their translation into short- and long-term forecasts;
- Provide leadership on strategic projects on balancing the benefits and risks of market shaping globally;
- Serve as a member of the Vaccines & Sustainability Management Team and other leadership fora.
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- Represent Gavi externally;
- Secure and manage resources adequate to achieve Gavi’s SG1 and SG4 objectives;
- Support the Managing Director, Vaccines & Sustainability on other initiatives as required in support of Gavi’s objectives.

Candidate Profile
The ideal candidate profile would qualify basis the following criteria:

Academic Qualifications:
- Advanced university degree in Public Health or Business Administration;

Work Experience:
- A minimum of 15 years of professional experience at least half of which should have occurred in a managerial role;
- Experience in the private sector desirable;
- Demonstrated ability to lead a large team (~25) and deliver results;
- At least 5 years of experience in Public Health, preferably in vaccine delivery;
- At least 5 years of direct/indirect vaccine related experience;
- Experience of working in a fast-paced international environment;
- In-country experience of field operations, preferably in Gavi eligible and developing countries;
- Prior experience in change management.
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Skills:
- High order analytical skills and flair for evidence driven decisions;
- Willingness to challenge the status quo and encourage new and bold perspectives/ embrace change;
- Demonstrated negotiation skills and track record in leading and coordinating a large and diverse number of stakeholders, both internal and external;
- A corporate outlook and ability for cross-team collaboration;
- Strategic planning and evidence-driven design and implementation strategy;
- Programme Management with understanding of vaccines and their delivery including demand forecasting, supply chain/ logistics;
- Financial management including budgetary compliance and efficient allocation of resources;
- Cross-functional management and interpersonal skills;
- Rigorous analytical skills and insistence on use of data;
- Change management and innovation;
- Very strong analytical and writing ability;
- Highly developed representational and communications skills;
- Decisiveness in moving a challenging agenda forward in a dynamic, diverse and yet consensual Alliance environment;
- Demonstrated ability to work in a multicultural environment and establish harmonious and effective working relationships, both within and outside the Alliance;
- Strong identification with Gavi’s mission and a convincing familiarity with global public health/ immunisation issues.
- Knowledge of vaccines and vaccinology

Languages:
- Fluency in written and spoken English;
- Knowledge of French desirable.

Contacts:
- Gavi Secretariat;
- Gavi Alliance Board and Board Committees;
- WHO;
- UNICEF;
- Alliance extended partners
- Gavi-eligible countries;
- Pharmaceutical/ vaccine industry.

How to Apply

To apply, please send a full CV together with a supporting statement, briefly highlighting your experience and skills against the requirements of the role, to responses@russellreynolds.com. Please quote the role title and assignment code 1901-013IN in the subject heading of the email. All applications will be acknowledged.

The closing date for applications is 15 February 2019.

For an informal discussion about the position, please contact a member of the Russell Reynolds team at responses@russellreynolds.com.
GAVI is committed to diversity within its workforce and encourages applications from all qualified candidates.

Contact

Please direct enquiries to responses@russellreynolds.com