



# Clinical Manager for Partnerships

## About Seed Global Health

Seed Global Health (Seed) envisions a world in which every country is strengthened by a robust health workforce that can meet the health needs of its population. We partner to train nurses, midwives, and physicians, building health teams that can provide high-quality care and save lives. We do this by strengthening clinical care delivery, improving health workforce education, and supporting policies that enable health professionals to succeed. Seed is dedicated to creating lasting change in the health systems of our partner countries: Malawi, Sierra Leone, Uganda, and Zambia. To ensure that these changes are durable, we form deep local partnerships that inform our work at both the individual and systems levels. Together, we create multi-generational impact by investing in people to not only treat today's problems but solve for tomorrow's.

## Position Summary

The Clinical Manager for Partnerships (CM) contributes his/her energy, passion, and skills primarily to supporting Seed's Country team in Malawi, in a fast-paced office during a time of rapid growth. The position is a full-time position based in Lilongwe. The CM (a) works closely with partners to establish achievable and measurable partnership objectives that integrate and align educator activities (b) works closely with partners to establish work plans, budgets and grants documentation ensuring all components and activities align to achieve stipulated objectives (c) manages the needs of partners and educators including inputs, and networks to ensure Seed Global Health fulfills all commitments set out in the partnership work plan and meaningfully explores new approaches to support partners and educators d) executes the day-to-day monitoring and tracking of partners progress in their annual work plans and budgets, and supports implementation, evaluation and learning of partnership objectives in Malawi. This is a full-time position with 20% of the time for clinical responsibilities, this position reports to the Country Director and works closely with domestic and other technical international team members on the Monitoring, Evaluation & Learning (MEL), and Clinical teams.

# Duties and Responsibilities

- **Partnership Management**

- Support the development of strategic partners for education, practice, and policy
- Lead and contribute to development of strategic and feasible partnership objectives and work plans
- Timely manage the annual partnership work plan, budget, grant development and review processes
- Provide technical and clinical support to medicine, nursing, and midwifery partnerships
- Timely track progress of the partnership work plans and budgets
- Ensure execution of nursing, midwifery and medical partners work plan activities are successfully completed, in close collaboration with partners
- Maintain a strong relationship and open lines of communication with Partnership Coordinators at partner sites for smooth coordination of activities including needs assessments, ongoing program support, and evaluation activities
- Ensure the translation of learning into continuous programmatic improvements
- Participate in cross country sharing and learning with Seed colleagues in other countries where Seed is working to learn and share best practices for program quality improvement
- Support PMEL with the process of partnership reporting and documentation of results for continuous quality improvement and learning at Country office while liaising with the Program Quality and Management (PQM) and MEL teams
- Contribute to documentation and compilation of knowledge management products like success stories, blogs, abstracts etc.
- Contribute to timely preparation of annual program and donor reports
- Collaborate with Seed colleagues to disseminate program highlights and learning both internally and externally

- **Policy Support**

- Support Seed Global Health's policy outreach
- Assist to identify areas the organization is likely to have the most meaningful impact on country priorities for medical, nursing and midwifery education and training

- **Thought Leadership**

- Provide thought leadership in implementation of the country strategy

- Provide thought leadership on interdisciplinary collaboration between medicine, nursing, midwifery, and other disciplines in the health sector
- **Clinical Representation**
  - Provide support to the Country Director to represent Seed from time to time within professional networks, communities of practice and technical working groups and advise Seed on priorities and trends professions
- **Educator Management**
  - Coordinate the development of educator scopes of work by liaising with partner sites as assigned
  - Prepare educators and their in-country collaborators for a meaningful collaboration through cross cultural, technical, and contextual orientation in the form of workshops, immersion activities and regular communication
  - Liaise with other team members such as FAM and PO to ensure critical information is passed along and to stay informed of relevant in-country travel and safety and security logistics for educators

## Qualifications

- MBBS with 5 years' clinical work experience from a recognized university required and preferably with MMED from a recognized university
- Registered nurse and midwifery training with MPH and 7 years clinical work experience
- Excellent interpersonal skills, including flexibility
- A strong understanding of the health system and health professions pathways in medical education and policy
- A strong network within the health professions and medical education fraternity
- Willingness to work clinically 20% of the time
- Demonstrated cross-cultural sensitivity and ability to build respectful relationships with colleagues from different cultural, linguistic, and educational backgrounds
- Ability to work collaboratively in a fast paced and young organization work environment
- Excellent analytical, writing and synthesis skills
- Ability to work independently and proactively solicit required guidance to attain agreed deliverables
- Comfortable with high profile liaison
- Immediate availability

- Position based in Lilongwe, Malawi
- Malawian nationals preferred

## Compensation

Competitive base salary commensurate with experience.

Seed does not discriminate on the basis of race, color, gender, handicap, age, religion, sexual orientation, or national or ethnic origin.