



**Title: PSI Country Representative and Executive Director for Society for Family Health (SFH) South Africa**

**Department: Southern Africa**

**Based in Johannesburg, South Africa**

**Up to 10 % international travel**

**Reports to the Regional Director, Southern Africa**

## Who we are

With over 45 years of experience, working in over 60 countries, Population Services International (PSI) is the world's leading non-profit social marketing organization. PSI is reimagining healthcare, by putting the consumer at the center, and wherever possible – bringing care to the front door. We are working to fix market failures, shape future health markets and shift policy and funding to better support consumer empowered healthcare.

There are over 8,000 "PSI'ers" around the world. We are a diverse group of entrepreneurial development professionals with a wide range of backgrounds, experience, and unique skills that we bring to the critically important work that we do.

Society for Family Health (SFH) is PSI's local affiliate in South Africa. A non-governmental provider of health products, services and communications, SFH is one of South Africa's leading market development organizations. Its current portfolio includes HIV testing services (including self-testing), condom programming, voluntary medical male circumcision, and schools-based sexuality and HIV prevention programs. All of these programs are supported by behavior change communications, marketing and training. SFH was established in 1993 as a condom social marketing organization and since then has distributed more than a billion condoms. SFH has a legacy of delivering health products, services and communications and aims to become a leader in developing South Africa's primary health care market.

## Join us!

PSI seeks an experienced, visionary and creative leader in public health and development to act as its Country Representative (CR) in South Africa and to lead SFH as its Executive Director (ED). The CR/ED will have full programmatic and financial responsibility for SFH's existing health projects, as well as execute PSI's Global Strategy in South Africa. Focused on implementing the work of today as well as building for tomorrow, the CR/ED should have extensive expertise in winning and managing large, donor-funded awards, as well as a bold and creative approach to developing new lines of funding. Experience across multiple health areas is a plus, particularly sexual and reproductive health and rights, as well as primary care. The CR/ED represents SFH and PSI to government, key

stakeholders and donors, and will play a coordinating role for various other initiatives PSI is undertaking in South Africa.

Sound like you? Read on.

## Your contribution

The Country Representative/Executive Director will be responsible for the overall development (fundraising, networking and collaboration with partners), management (financial, administrative, and programmatic and compliance), and representation of SFH's activities in South Africa. This includes, but is not limited to:

- Leadership of a senior management team including departmental heads of teams responsible for: marketing and communications; technical services; strategic evidence and research; finance & administration; and human resources;
- As Executive Director of SFH, ensure the SFH board meets its governance and statutory requirements in South Africa;
- As needed and upon approval by funders, act as Key Personnel on specific awards;
- Leading the team to develop a robust and creative vision for supporting universal health care in South Africa, including a strategy to fund that vision, in collaboration with the Regional Director;
- Managing for excellence to ensure that programs deliver to expectations, meet or exceed targets, advance the field, and demonstrate PSI's contribution to epidemic control in South Africa;
- Providing deep understanding of the current South African funding landscape, with strong networking relationships with key donors and stakeholders, including PEPFAR, CDC, government representatives, international and local NGOs, and commercial entities;
- Overseeing in-country personnel recruitment, training, and supervision of over 200 staff with a strong emphasis on delivering excellence and enhancing synergies among technical and support functions.

## What are we looking for?

### The basics

- Relevant post-graduate degree (MBA, MPA, MPH, MD, PhD) or equivalent experience; special consideration will be given to candidates with a proven track record that combines strong management and technical skills;
- Astute representational skills for building and maintaining partnerships with government representatives, funders, local organizations, and other key stakeholders;
- A collaborative spirit to work in close strategic and operational coordination with the leadership of PSI's other South Africa-based projects which currently include regional contraceptive social marketing, HIV self-testing, and men's testing & treatment research;
- A synergistic vision to recognize shared risk and work across teams and the PSI global network to find solutions to complex challenges;

- Significant fundraising, personnel and financial management experience;
- At least eight years' management/work experience in a developing country, (experience working in Southern Africa preferred);
- Knowledge of international development and health issues, particularly HIV/AIDS and ideally to include primary care, as well as familiarity with USG and other international donors;
- Proven ability to manage and mentor staff as well as to transfer coaching skills to supervisors;
- Strong knowledge and respect for a complex and deepening compliance environment and the ability to assure SFH/PSI meets such requirements;
- Proven leadership demeanor: calm under pressure, diplomatic, and decisive;
- Fluency in English with excellent writing skills;
- Proficiency in word processing, the use of Excel, and data analysis.

### **What would get us excited?**

The successful candidate will have a clear and compelling vision for PSI's role in furthering a healthy and vibrant South Africa primary care market. She or he will have a proven track record in building highly effective, proactive teams to deliver excellence. He/she will have excellent communication, interpersonal and cross-cultural skills; and proven abilities to produce results, build teams & nurture talent, and manage relationships.

### **STATUS**

- Exempt
- International Level 5

*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.*