



Advertisement:

Regional Head, MENA

Full-time. Based in Beirut or Istanbul with travel

March 2017



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Who we are:

Integrity sets the international standard for ethically delivered, expert services in challenging, complex and fragile environments. We work to assist our clients in the international community and the global private sector to transform conflict and build stability, accountability and prosperity. We aim to help our clients succeed in fragile and challenging environments while building trust and giving a voice to local people.

We deliver five key services: programme management and implementation / programme design, monitoring and evaluation / stakeholder engagement / capacity development / research and analysis.

Our services are underpinned by the principles on which the company was founded: an expert understanding of local context, ethical procurement and contracting, and a commitment to high quality work. Through our project delivery we fulfil our mission to build local skills and capacity by investing in sustained and equitable relationships with local partners.

Integrity employs a multinational team of project managers and implementers, thematic and regional experts, researchers, evaluators and analysts with years of experience delivering complex programmes in fragile geographies across Africa, Asia and the Middle East.

Further information about Integrity can be found at www.integrityglobal.com.

Scope of work:

Regional Head MENA (RH MENA) will execute Integrity's strategy in MENA and manage our MENA team. S/he will represent the company and oversee business development and contracted projects and programmes in the MENA region. S/he will be Integrity's most senior point of liaison with clients and contacts in location and will work closely with the Integrity team globally to drive business development and oversee project delivery.

RH MENA will work to ensure close coordination, efficient working, good communications and mutual supporting relationships with Integrity HQ and the other regional offices. RH MENA will be a member of Integrity's Senior Management Committee (SMC). As such RH MENA will be closely involved in the formulation of company-wide strategy and coordination and oversight of Integrity's global portfolio. RH MENA will be based in Beirut, Lebanon OR Istanbul, Turkey (pending discussions with the preferred candidate) with business-related travel of up to 50 per cent level of effort.

Terms of Reference:**A. Strategy and management (30%)**

- Execute Integrity's strategy in MENA and ensure understanding, buy-in and uptake at all levels of the company.
- Line management of and support to senior Integrity personnel in MENA, as well as select junior staff and programme consultants.
- Ensure efficient financial and administrative processes in MENA and between MENA and London in close cooperation with Directorate Corporate.
- Ensure efficient and constructive communications with London HQ including regular high-quality summaries and forecasts of pipeline, finances, risk and project delivery.

B. Business development, account and consultant management (40%)

In line with agreed strategy and in close cooperation with Directorate Business:

- Consolidate, grow and diversify Integrity's MENA client base.
- Drive and ensure a sufficient, reliable pipeline of MENA work able to meet agreed financial targets.
- Drive and ensure the transition of pipeline opportunities into active pre-positioning and successful proposal processes.
- Lead key proposal processes for regional opportunities.
- Drive and ensure the growth, development and performance assessment of Integrity's regional bench of project consultants and delivery partners.

C. Project delivery (20%)

In close cooperation with Directorate Services:

- Quality-assure and oversee delivery of the MENA regional portfolio.
- Project Direct select flagship projects/programmes.

D. Operational and project support (10%)

- Support the safety of all Integrity staff and consultants working in MENA by managing the MENA Operations Manager, and through close collaboration with HQ-based Directorate Operations staff.
- Ensure regional support to the security, logistics and safe delivery of all projects in MENA, in close consultation with Directorate Corporate and Directorate Operations.
- Understand, analyse and effectively communicate security, reputational, delivery, resource and pipeline risks.

Experience:

The successful candidate must have experience:

- Working at a senior level for relevant organisations in the development, public or corporate sectors.
- Experience designing, implementing or managing projects preferably in fragile or conflict-affected contexts.
- Representing organisations with strong brand interests.
- Managing staff and consultants as part of international teams.
- Developing and winning new business, including lead generation, proposal development and contract negotiation.
- Designing and delivering to budget and working to financial targets.
- Managing risk and seizing opportunity.

Competencies:

The candidate should be able to:

- Write and communicate fluently and articulately in English.
- Demonstrate sound financial fluency.
- Develop and manage relationships through a constructive and personable approach.
- Influence and win over interlocutors, build consortia and form consensus.
- Demonstrate strong communication and leadership skills, an ability to work well independently and in teams, and to represent the wider organisation professionally.
- Work under pressure and to tight deadlines with flexibility, efficiency and good nature.
- Demonstrate an ethical approach, personal commitment and strong sense of self.

Languages:

- Fluent and articulate spoken and written English a must.
- Knowledge of Arabic or French desirable.



How to apply:

If you are interested in applying for this position, please complete the application form at www.integrityglobal.com/apply and attach a CV and Cover Letter at the bottom of your application.

Closing date for applications: 1st **May 2017**

Please be advised that only shortlisted applicants will be contacted.

Occasionally due to business requirements and campaign responses, the position might be filled prior to the deadline.

Integrity is an equal opportunities employer and positively encourages applications from suitably qualified and eligible candidates regardless of sex, race, disability, age, sexual orientation, gender reassignment, religion or belief, marital status, or pregnancy and maternity. We will respect your confidentiality and abide by UK data protection laws.



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