

Executive Brief: Senior Vice President, External Affairs TB Alliance

About TB Alliance

The **TB Alliance** is preeminent in the TB drug Research & Development and Market Access space, pursuing faster, simpler treatments for all forms of TB through bridging the expertise and functionality of the pharmaceutical industry with public health interests to meet a major unmet global health need.

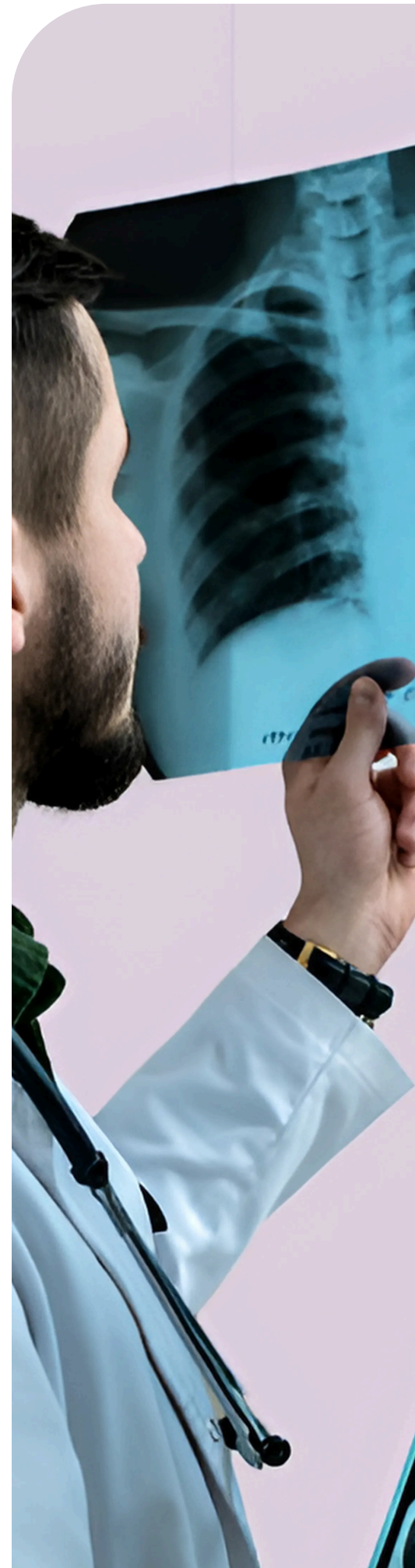
TB Alliance is a product development partnership (PDP) with a successful track record accelerating the development and adoption of urgently needed new anti-tuberculosis (TB) drugs. With an annual operating budget of approximately \$100 million, including ~\$45M in negotiated indirect funding, **TB Alliance** leads the advancement of the most comprehensive portfolio of TB drug candidates in history.

Currently, a portfolio of more than twenty projects spanning screening through Phase III clinical development to access and adoption is being advanced. **TB Alliance** successes include delivering new drug regimens to patients, including securing stringent regulatory authority approval, commercialization in concert with pharmaceutical partners, country adoption of new regimens, and widespread availability. The transformative BPaL/M regimens have been approved by regulatory agencies in 28 countries and available in more than 150 countries worldwide.

TB Alliance is the only not-for-profit drug developer to develop a new chemical entity (NCE) for tuberculosis treatment from discovery through to patients and is a recipient of the Prix Galien award for the USA FDA approval of pretomanid. Lastly, the **TB Alliance** leverages its drug discovery and development capabilities as well as its' scientific assets in adjacent disease areas, where unmet needs exist, such as leprosy, Buruli ulcer, as well as mycobacterium avium and abscessus.

TB Alliance deploys a unique not-for-profit operating model characterized by a small core of highly experienced internal staff, primarily from the biotechnology and pharmaceutical industry, with capabilities extending across the drug development value chain from discovery research, through to achieving widespread access to improved TB drugs. Based in New York City, the **TB Alliance** has a global footprint, with staff positioned strategically in a variety of countries, now including South Africa, India, Ukraine, Brazil, Singapore and Switzerland.

For more information, visit www.tballiance.org.



Role Purpose

The primary goal of the Senior Vice President of External Affairs (SVP EA) is to lead, strategically and operationally, a broad, multi-faceted resource generation program to enable the **TB Alliance** to achieve its long-term goals, building on the present excellent relationships with current donors, identifying and evaluating novel opportunities while working closely with other senior leaders to establish and facilitate external relationships, and oversee execution of organizational goals to achieve desired results.

The SVP EA is also responsible for establishing the **TB Alliance's** external positioning and advancing its reputation, through strategic communications with funders/prospective funders, media, and all other constituencies, building engagement with stakeholders, advocating for supportive public policies, and ensuring strategic and operational leadership.

This individual will be knowledgeable about a wide range of funding sources globally, across the public and private sector. They will be well-versed in the public health policymaking process and will conceptualize and implement plans to influence decision-making and advocacy in support of resource mobilization.

The ideal candidate must have or develop a broad understanding of the organization's activities in discovery, development, and delivery of improved treatments for tuberculosis and adjacent disease areas. They must be able to effectively optimize both traditional and novel resource generation channels, including but not limited to:

- Public sector sources, including but not confined to:
 - Development agencies such as the Foreign, Commonwealth and Development Office (UK), Department of Foreign Affairs and Trade (Australia), Global Affairs Canada (GAC), Global Health, Security & Diplomacy/US State Department (US).
 - Scientific/medical research agencies such as the Chinese Academy of Medicine, US National Institute of Health (NIH), and the Indian Council of Medical Research (India).
 - Health ministries in target countries.

- Private sources of relevant funding such as foundations e.g. Gates Foundation and Wellcome Trust.
- Public-private partnerships such as Innovative Health Initiative (IHI).
- Multi-lateral organizations such as UNITAID and the European and Developing Countries Clinical Trial Partnership (EDCTP).
- Resource and infrastructure sharing partnerships, such as the ACTG (Advancing Clinical Therapeutics Globally), and other leveraged or in-kind contributions.
- Corporate and individual philanthropic sources.

The ideal candidate will have had experience across many of the above channels with the ability to quickly develop mastery within each. In addition, she or he must have significant leadership expertise, ability to establish effective relationships internally and externally, and marshal resources across the organization as well as directly manage an effective team.



Major Duties and Responsibilities

Oversee resource generation, grant management and funder relationships.

- Define and quantify the organization's short- and long-term funding needs in close collaboration with other senior leaders.
- Develop **TB Alliance** resource generation plans, with emphasis on long term sustainability, and ensure the plans reflect a balanced and diverse set of sources, including direct income e.g. grants, and indirect sources of funding such as through leveraging and resource-sharing initiatives.
- Identify and develop relationships with networks and multi-party consortia to increase funding and influence, such as public-private initiatives, clinical trial consortia and/or product introduction networks e.g. Innovative Health Initiative (IHI).
- In concert with other leaders, identify innovative financing mechanisms and structures for new bilateral and multi-party relationships to financially support development and introduction of new TB drug regimens and therapeutics for other TB Alliance portfolio projects.
- Oversee management of existing donor relationships, including reporting and grant compliance.
- Oversee proposal development including strategizing, writing, and submission.

Influence public health policy and generate political and financial commitments for TB drug regimen development and product introduction, through advocacy, communications, and stakeholder engagement.

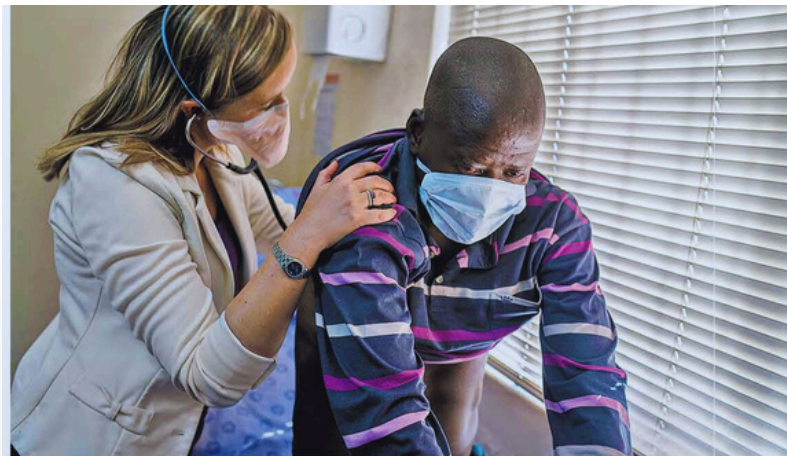
- Raise awareness about the need for R&D for new TB drug regimens among national and international policymakers, donors, the research/scientific community and the public health community.
- Engage governments and multilaterals to allocate greater funding and implement policies to facilitate TB drug R&D.
- Increase political commitment for new TB drug regimen development by influencing key multilateral and bilateral policy statements, declarations and actions.
- Apply policy research to build the evidence base for public policy.

- Develop and promote partnerships and convene/participate in coalitions with other product development partnerships (PDP) to support advocacy strategies. Apply policy research to build the evidence base for funding and identify financial, scientific, and political barriers to product development and introduction of new TB drug regimens for adults and children, and generate policy recommendations to address them.
- Advise on strategies to communicate and influence thinking and planning around such issues.

Establish TB Alliance external positioning, advance stakeholder engagement, and advance TB Alliance's reputation in support of long-term goals.

- Define and execute strategic communications programs including a robust publication strategy, targeted regional communications, and other tactics designed to advance **TB Alliance's** reputation and support the achievement of specific goals.
- Develop and execute a comprehensive stakeholder engagement strategy, at global and regional or local levels, in support of achieving short- and long-term goals.

The New York Times



Dr. Pauline Howell and a patient with drug-resistant tuberculosis at a hospital in Johannesburg.

Cure Found for Deadliest Strain of Tuberculosis

By DONALD G. McNEIL Jr.

TSAKANE, South Africa — When she joined a trial of new tuberculosis drugs, the dying young woman weighed just 57 pounds.

Stricken with a deadly strain of the disease, she was mortally terrified. Local nurses told her the Johannesburg hospital to which she must be transferred was very far away — and infested with vervet monkeys.

New Regimen of Drugs May Save Thousands

"I cried the whole way in the ambulance," Tsholofelo Msimango recalled recently. "They said I would live with monkeys and the sisters there were not nice and the food was bad and there was no way I would come back.

They told my parents to fix the insurance because I would die."

Five years later, Ms. Msimango, 25, is now tuberculosis-free. She is healthy at 103 pounds, and has a young son.

The trial she joined was small — it enrolled only 109 patients — but experts are calling the preliminary results groundbreaking. The drug regimen tested on Ms. Msimango has shown a 90 percent success rate against a deadly

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Candidate Profile

Overall, the SVP EA will ideally have the following skills and experience:

- Track record of prior success with resource generation across a broad array of channels, ideally using scientific advancement and public health underpinnings as the platform for financial support, and relevant policy changes. Track record of securing financial and policy support for innovation, scientific advancements, global health, and related areas.
- Creative thinking and embodying an entrepreneurial approach to a complex and multi-faceted environment is essential.
- Strong business acumen and experience, ideally including working knowledge of drug product research and development, product introduction and uptake.
- Outstanding communication and influencing skills with the ability to effectively present TB Alliance messages, both orally and in writing, to relevant constituencies both internally and externally, including the media, partner organizations and prospective donors.
- A willingness to work at both a strategic and tactical level, with oversight responsibility and hands-on operational involvement.
- Flexibility and good prioritization skills to produce high quality, accurate outputs under pressure and tight deadlines.
- Well-honed judgment and analytical skills.
- Strong organizational and administrative skills.
- An energetic, positive attitude and determination to succeed.





- A systematic and methodical approach, embracing change and growth.
- Substantial track record of successful resource development, ideally in global health, scientific research, or pharmaceutical product development and adoption (15+ years).
- Working knowledge of national and health policy environments and familiarity with the current funding environment for drug R&D in TB, and other neglected diseases is ideal, along with familiarity with the tuberculosis treatment landscape for both adults and children.
- At a personal level, we are seeking a leader who possesses strong decision-making capabilities, communications skills, flexibility, adaptability and is innovative and entrepreneurial. This individual will also contribute materially to the overall **TB Alliance** strategy and direction. Commitment to the mission of the **TB Alliance** and the broader global health mission is essential.

The SVP EA will report to and work directly with the Chief Executive Officer, in addition to working closely with the heads of other **TB Alliance** departments and with the Board of Directors.

Terms of Appointment

As part of our overall compensation package, we offer a competitive salary, comprehensive health benefits, generous retirement contributions, and work/life flexibility designed to support the employee and immediate family.

Starting salary is expected to be in the range of \$300,000 - \$385,000, exact salary will be commensurate with skills and experience.

TB Alliance is an Equal Employment Opportunity employer. This job description should not be construed to imply that these requirements are the only standards for the position. Other duties may be assigned.

TB Alliance has the right to revise this job description at any time. **TB Alliance** is an “at will” employer and as such, neither this job description nor your signature constitutes any form of contractual arrangement between you and **TB Alliance**.

Role Location

Position is based in New York City, NY (US), with the incumbent ideally located within commutable distance. A flexible, hybrid schedule is available. Domestic and international travel will be required, up to 25%.

Other relevant locations may be considered. Relocation assistance and support for securing US work authorization is available.



How to Apply & Key Steps in the Process*

*SRI Executive is exclusively retained by **TB Alliance** to undertake this assignment.*

- If you wish to be considered for this position, please forward a copy of your CV in Microsoft Word format, along with any relevant documentation, as soon as possible and no later than **12 September 2025**.
- All information will be treated in the strictest confidence. Applications will be reviewed as they are received and we will revert to you as soon as possible.
- During the recruitment process, should you demonstrate sufficient relevant experience, SRI Executive will require your cooperation in completing a Competency Profile. You will also be required to participate in several telephone or Microsoft Teams screening discussions with the SRI Executive team to ensure there is a clear understanding of the Terms of Reference and to ascertain if there is the appropriate “fit” (technical and behavioural) for you and **TB Alliance**.
- Based on the screening discussions, SRI Executive will provide a shortlist of recommended candidates to **TB Alliance** for further review. Suitable candidates to take forward for first round interview will then be selected by the hiring committee. SRI Executive will contact suitable candidates and arrange interviews.

The
future
of TB
treatment



ONE DAY
to treat latent
TB infections



ONE MONTH
to treat active
TB infections



- First-round interviews will be conducted by video-conference. Based on the outcome of first round interview, successful candidates will be invited to participate in a second-round video conference.
- Please be aware that this appointment will require that you provide us with contact information of three people who are willing to act as a referee, including former direct reports. We will not contact these individuals without your expressed permission.
- After you meet with **TB Alliance**, we will advise you of their decision and provide feedback. At the selection stage, should you be the preferred final candidate, our client will likely extend to you a letter of intention to offer and that the offer will be subject to references.
- **Please note that this process may be subject to some change.*



PRETOMANID
TB Alliance

About SRI Executive

SRI Executive is an Executive Search and Consulting firm specialising in International Development, Global Health, Sustainability, Development Finance and Education sectors. We have partnered with more than 300 organisations to place and support exceptional leaders and develop future-ready strategies that lead to impact.

We bring in-depth expertise, an exclusive network and tailored approach to our service so that in Executive Search, organisations are introduced to leaders who have the balance of behavioural and technical skills to succeed in shaping a better world. In Strategy, our teams are purpose-built with globally respected thematic experts who co-create a roadmap to achieve meaningful global change.

In enhancing the capability, capacity and resilience of mission-driven organisations around the world, we know it comes down to people.



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Empowering lasting impact

We work with the world's leading development organisations. We find, assess and position their leaders. We build the capacity and resilience of their people, teams and operations. We enhance their strategies, governance and effectiveness.

We're trusted for our technical expertise and sector insight, our collaborative approach, and our diverse, talented, innovative and dedicated consultants. We're known for our unparalleled global network of expert advisors, partners and outstanding, hard-to-find candidates.

For nearly three decades we've served over 300 clients across more than 70 countries. We help organisations maximise their impact and lead lasting change

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