



UNITED NATIONS CHILDREN'S FUND SPECIFIC JOB PROFILE

I. Post Information

Job Title: **Resource Mobilization and Partnership Specialist, P4**
Supervisor Title/ Level: **Representative, D1 (Post No. 1102)**
Organizational Unit: **Office of the Representative**
Post Location: **Harare, Zimbabwe Country Office**

Job Level: **Level 4**
Job Profile No.: **Case No. ZIM22022**
CCOG Code: **1A10**
Functional Code: **PAR**
Job Classification Level: **Level 4**

II. Job organizational context and purpose for the job

Job organizational context

UNICEF works in some of the world's toughest places, to reach the world's most disadvantaged children. To save their lives. To defend their rights. To help them fulfill their potential. Across 190 countries and territories, UNICEF works for every child, everywhere, every day, to build a better world for everyone. UNICEF believes that resource mobilization, partnerships and collaborative relationships are critical to deliver results for children and to realize their rights. UNICEF works with a broad range of partners, including the private sector, all over the world in order to achieve such outcomes. For decades, UNICEF has been involved in win-win alliances with hundreds of companies across the globe working together to meet challenges in child health and nutrition, providing quality basic education for all, and protecting children from violence and exploitation,

As part of its Business for Results strategy, UNICEF is committed to accelerating results for children and contributing to the achievement of the Sustainable Development Goals (SDGs) by promoting organization-wide engagement with business. UNICEF engages with business to **(1)** leverage innovations, products and services for programme delivery; **(2)** enhance programme efficiency; **(3)** provide social services; **(4)** mobilize resources; **(5)** engage in strategic procurement and market shaping; and **(6)** advocate and influence the impact of business on children. UNICEF engagement with business can occur through bilateral partnerships and collaborations, including shared-value partnerships (SVPs), public-private partnerships (PPPs) or engagements with multi-stakeholder platforms.

Purpose for the job

Under the general supervision and guidance of the UNICEF Representative, the Resource Mobilization and Partnership Specialist will support the Office in **(1)** establishing partnerships with new and emerging public sector donors like the BRICS (Brazil, Russia, India, China and South Africa) and the middle East Countries of Qatar and the United Arab Emirate, **(2)** deepen and expand UNICEF's engagements with the private sector and tap into its core businesses and expertise with a view to accelerate results for children; **(3)** raise awareness among corporate actors on child rights and the need for businesses to respect and support children's rights in their operations and value chains; **(4)** engage with emerging donors, international and regional development financial institutions and actors in the business sector to explore innovative financing, including blended financing and impact bonds, in support of children's agenda; and **(5)** strengthen UNICEF staff capacity to effectively engage with the business sector in line with the UNICEF Programme Guidance on Engagement with Business.

III. Key functions, accountabilities and related duties/tasks:

1. Partnership and engagement with emerging public sector donors / partners

- Scans and scout the external environment within new public sector donors / partners, and emerging market for opportunities and risks and shares information in a timely fashion with relevant UNICEF staff. Develops and maintains deep knowledge and familiarity with current and prospective partners and relevant financial stakeholders, contributing to a database of key contacts and to UNICEF's base of knowledge on partnership and resource mobilization.
- Expands UNICEF's network of key interlocutors to build stronger relationships between UNICEF and governments (donors), other key-decision makers, regional development institutions, foundations, the private sector, international financial institutions and/or relevant constituencies, possible donors.
- Provides strategic, logistical, and programmatic support to the Representative and Deputy Representative – Programme and other UNICEF staff in public and private sector engagement and interaction with new partners and emerging market.

2. Shared-value partnerships

- Integrate the analysis of private sector, including business into the situation analysis of children in Zimbabwe and look at why children's rights deprivations stem from or can be significantly influenced by business practices.
- Research and identify potential private sector partners including non-financial private sector engagements in support of UNICEF Zimbabwe country programme objectives.
- Map the roles and responsibilities, and the opportunities of the private sector partners and engagements to support the delivery of UNICEF's programme and advocacy objectives, in conjunction with programme sections.
- Work closely with programme sections to support the development and maintenance of strategic shared-value partnerships with the business sector that can contribute to acceleration of results for children.

3. Child Rights in Business Principles

- Engage with corporate entities towards building commitment among the national / sub-regional business sector to respecting and supporting children's rights and cultivate strategic partnerships with corporate and non-technical support infrastructure for companies that undertake to implement the UNICEF/global compact on Child Rights in Business Principles (CRBP).
- Advocate and engage with the Government for the implementation of the CRBP regarding the impact of the business sector on children's rights, through policy-setting, law reform, regulation, administration, and enforcement, in collaboration with Programme sections.

4. Innovative Development Financing

- Conduct and regularly update analyses of existing financing mechanisms and of most relevant innovative development financing (IDF) mechanisms/instruments that UNICEF may engage in, given UNICEF's needs, capacities, and existing experience in IDF mechanisms, including leveraging role for the Government.
- Engage with potential partner organizations/entities to gauge their interest and cultivate partnerships to leverage innovative financing, including blended financing and impact bonds, to deliver results for children.

5. Staff Capacity in Business For Result (B4R)

- Strengthen Zimbabwe Country Office staff capacity to engage with the business sector in line with the UNICEF Programme Guidance on Engagement with Business.

6. Planning, monitoring and documentation

- Develop, evaluate and update the Office's resource mobilization strategy, including the private sector partnerships strategy, annual workplans, periodic updates and other documentation and guidance as needed: In alignment with the programme guidance from the Deputy Representative (Programme) and in collaboration with the planning section, ensure that the elaboration of strategy paper and annual work plan is timely executed and followed up to support country programme priorities in line with regional and global directives.
- Internal Corporate Engagement Liaison and Documentation: tracking internal needs for potential corporate engagement initiatives and innovations. Facilitate documentation and sharing of lessons best practices as part of building organisations capacity on policy and programme delivery.

IV. Impact of Results

The Resource Mobilization and Partnerships Specialist is an authoritative expert in the field of public and private sector partnership development and resource mobilization, and in particular with the emerging market, business sector and International/Regional Financial Institutions, including engagement with the extractive industry. The quality of work and external engagement performed by the Specialist directly impacts on the overall reputation of UNICEF.

They are accountable for (a) convincing management of the utility of improved approaches (b) contributing to strategy planning (c) identifying and building effective partnerships with the emerging public sector donors and partners and the business sector including corporations - from SMEs to large multinationals; industry associations / bodies, business leaders and corporate foundations, UN agencies, NGOs, host government and other partners, in order to keep them informed on important, strategic operational UNICEF issues (d) providing advice to UNICEF based on analysis of current political and social events and information of programme activities gathered from partner agencies i.e. member states, UN agencies, NGOs, host government and other partners.

V. Competencies and level of proficiency required

Core Values

- Care
- Respect
- Integrity
- Trust
- Accountability

Competencies:

- Demonstrates Self Awareness and Ethical Awareness (1)
- Works Collaboratively with others (1)
- Builds and Maintains Partnerships (1)
- Innovates and Embraces Change (1)
- Thinks and Acts Strategically (1)
- Drive to achieve impactful results (1)
- Manages ambiguity and complexity (1)

VI. Skills

- The ability to allocate appropriate time and resources for successful achievement of goals and foresee risks and allow for contingencies when planning.
- Ability to implement clear goals that are consistent with agreed strategies, identify priority activities and assignments, adjust priorities as required.
- Diplomatic communication and negotiation skills to establish and maintain trusted partnerships for achievement of objectives and to develop close and effective working relationships with diverse stakeholders, including leaders in the business sector.
- Authoritative knowledge of development issues, strategies, as well as programming policies and procedures in international development cooperation.
- Authoritative knowledge of practices in the business sector and development financing, and partnerships.
- Demonstrated ability to formulate new approaches in respect of resources management and outreach-related activities.
- Skill in the identification of new opportunities or requirements to meet challenges in the field and propose changes.
- Excellent communications skills, verbal and written.
- In-depth familiarity with political and governmental processes
- Ability to conduct sound policy and business analysis.

VII. Recruitment Qualifications

| | |
|------------------------|--|
| Education: | An advanced university degree is required in one of the following fields: international relations, political science, communications, international development, or another relevant technical field. |
| Experience: | A minimum of eight years of professional experience in one or more of the following areas is required: public affairs, private sector partnership management, programme management, resource mobilization, external relations, or other relevant area. Familiarity with engagement with business sector is an asset. |
| Language Requirements: | Fluency in English is required. Knowledge of another official UN language is considered as an asset. |

VIII. Child Safeguarding Risk Assessment

| | |
|--|--|
| Is this position considered as 'elevated risk role' from a child safeguarding perspective? | <input type="checkbox"/> Yes <input checked="" type="checkbox"/> No If Yes, check all that apply |
| Direct contact role | <input type="checkbox"/> Yes <input checked="" type="checkbox"/> No If yes, please indicate the number of hours/months of direct interpersonal contact with children, or work in their immediate physical proximity, with limited supervision by a more senior member of personnel. |
| Child data role | <input type="checkbox"/> Yes <input checked="" type="checkbox"/> No If yes please indicate the number of hours/months of manipulating or transmitting personal-identifiable information of children (names, national ID, location data, photos). |
| Assessed Risk Role | <input type="checkbox"/> Yes <input checked="" type="checkbox"/> No If yes, please indicate the number of hours/months of direct engagement with particularly vulnerable children |
| Safeguarding response role | <input type="checkbox"/> Yes <input checked="" type="checkbox"/> No |

IX. Office of the Representative Structure

