

CONSULTANCY - TERMS OF REFERENCE

Giga Market Analyst

UNICEF Office of Innovation - Giga, Geneva, Switzerland

Duration: 12 months (Deliverable-Based)

Duty Station: Geneva

Advertising summary

Giga seeks a Market Analyst to join one of the most innovative and impactful initiatives at the United Nations, whose aim it is to connect every school in the world to the Internet and every young person to information, opportunity and choice. The Market Analyst will be an integral part of the Market Influence & Procurement team at Giga, focusing on the Telecom, Media, and Technology (TMT) sector. This role is pivotal in understanding and analyzing market dynamics across multiple countries to inform Giga's procurement strategies and market influence initiatives. The Market Analyst will report directly to the Program Manager, Market Influence & Procurement, and collaborate closely with other specialists within the team to ensure a coherent understanding and approach towards improving market access and shaping favorable market conditions for Giga's objectives.

Child Safeguarding

Is this project/assignment considered as "Elevated Risk Role" from a child safeguarding perspective? YES NO

If YES, check all that apply:

Direct contact role YES NO

If yes, please indicate the number of hours/months of direct interpersonal contact with children, or work in their immediately physical proximity, with limited supervision by a more senior member of personnel:

Child data role YES NO

If yes, please indicate the number of hours/months of manipulating or transmitting personal-identifiable information of children (name, national ID, location data, photos):

More information is available in the [Child Safeguarding SharePoint](#) and [Child Safeguarding FAQs and Updates](#).

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, we work for every child, everywhere, every day, to build a better world for everyone.

And we never give up.

For every child...innovate

UNICEF has a 70-year history of innovating for children. We believe that new approaches, partnerships and technologies that support realizing children's rights are critical to improving their lives.

The **Office of Innovation** is a creative, interactive, and agile team in UNICEF. We sit at a unique intersection, where an organization that works on huge global issues meets the start-up thinking, the technology, and the partners that turn this energy into scalable solutions.

About Giga

Launched in 2019 as a joint initiative between UNICEF and ITU, **Giga** has set the ambitious goal to connect every school in the world to the internet. Half of the world's population has no regular access to the Internet. Millions of children leave school without any digital skills, making it much more difficult for them to thrive and contribute to local and global economies. This has created a digital divide between those who are connected and those who are not, a divide that has become even wider during the Covid-19 pandemic. UNICEF and ITU have therefore joined forces to create **Giga**, an initiative to connect every school in the world to the Internet and address this new form of inequality.

Giga focuses on connecting schools so that children and young people have access to information, opportunity, and choice. It also uses schools as anchor points for their surrounding communities: if you connect the school, you can also connect local businesses and services. This creates opportunities for service providers to generate revenue from paying users, making connectivity more sustainable. A 2021 report by the Economist Intelligence Unit found that a 10% increase in school connectivity can increase effective years of schooling by 0.6% and increase GDP per capita by 1.1%.

You can read more about Giga's work at <https://giga.global/> and by following us on twitter @Gigaglobal

How can you make a difference?

Giga seeks a Market Analyst to join one of the most innovative and impactful initiatives at the United Nations, whose aim it is to connect every school in the world to the Internet and every young person to information, opportunity and choice. The Market Analyst will be an integral part of the Market Influence & Procurement team at Giga, focusing on the Telecom, Media, and Technology (TMT) sector. This role is pivotal in understanding and analyzing market dynamics across multiple countries to inform Giga's procurement strategies and market influence initiatives. The Market Analyst will report directly to the Program Manager, Market Influence & Procurement, and collaborate closely with other specialists within the team to ensure a coherent understanding and approach towards improving market access and shaping favorable market conditions for Giga's objectives.

1. Key outputs

- Market Analysis
- Data Analysis and Reporting
- Technology Proficiency
- Emerging Market Expertise
- Cross-functional Collaboration:
- Capacity Building:

Your main responsibilities will be:

1. Market Analysis:

- Conduct comprehensive market analyses of the TMT sector across diverse geographies, focusing on connectivity markets.
 - Analyze current market conditions, including pricing, competition, regulations, and other factors affecting market dynamics.
 - Identify global and local trends, opportunities, and challenges in the TMT sector that could impact Giga's initiatives.
2. **Data Analysis and Reporting:**
 - Utilize quantitative methods to analyze market data, derive insights, and present findings in a clear and actionable manner.
 - Develop detailed reports and presentations to communicate analysis findings and recommendations to internal teams and external stakeholders.
 3. **Technology Proficiency:**
 - Utilize advanced data analytics tools and software to process and analyze large datasets.
 - Stay updated with the latest technological advancements in the TMT sector and data analysis methodologies.
 4. **Emerging Market Expertise:**
 - Apply knowledge of emerging markets to tailor analyses and recommendations to the specific context and challenges of these markets.
 - Engage with market stakeholders to gather insights and validate findings.
 5. **Cross-functional Collaboration:**
 - Work closely with the Market Influence and Procurement, Data Science, and other relevant teams within Giga to ensure aligned understanding and strategic approach towards market analysis.
 - Contribute to the development of procurement strategies and negotiation plans by providing data-driven insights and market intelligence.
 6. **Capacity Building:**
 - Provide guidance and support to other team members in market analysis methodologies and tools.

Description of assignment

Tasks		Deliverables/Outputs	Delivery deadline	% of payment/ Estimated combined working days
1	Market Analysis:	1.1 Market analyses of the TMT sector across diverse geographies, focusing on connectivity markets.	Month 1	8%
		1.2 Analysis of current market conditions, including pricing, competition, regulations, and other factors affecting market dynamics.	Month 2	8%
		1.3 Identify global and local trends, opportunities, and challenges in the TMT sector that could impact Giga's initiatives	Month 3	8%

2	Data Analysis and Reporting	2.1 Analysis of market data, presentation of findings in a clear and actionable manner.	Month 4	8%
		2.2 Detailed reports and presentations to communicate analysis findings and recommendations to internal teams and external stakeholders.	Month 5	8%
3	Technology Proficiency	3.1 Processed and analyzed large datasets (using advanced data analytics tools and software)	Month 7	9%
		3.2 Produce visual analytics of large and complex data from market dynamics and trends in the TMT sector	Month 8	10%
4	Emerging Market Expertise	4.1 Analyses and recommendations in the specific context and challenges of emerging markets.	Month 6	8%
		4.2 Facilitate technical discussions with market stakeholders to gather insights and validate findings.	Month 9	8%
5	Cross-functional Collaboration	5.1 Aligned understanding and strategic approach towards market analysis amongst the Market Influence and Procurement, Data Science, and other relevant teams.	Month 10	8%
		5.2 Provide key insights to market influence, procurement strategies and negotiation plans	Month 11	8%
		5.3 Develop a proposal to integrate the data visualizations of the TMT market trends and dynamics into Giga's products (e.g. Project Connect map, among others).	Month 12	9%
6	Capacity Building	Guidance and support to other team members in market analysis methodologies and tools.	Cross-cutting deliverable	N/A

To qualify as an advocate for every child you will have...

Master's* degree in Economics, Statistics, Business, or a related quantitative field.

**A first University Degree in a relevant field combined with 2 additional years of professional experience may be accepted in lieu of an Advanced University Degree.*

Experience in engaging with international organizations, government entities, and private sector stakeholders is an asset.

A minimum of 5 years of substantial experience in market analysis within the TMT sector, preferably with a focus on emerging markets. Experience in procurement, pricing analysis, or negotiation within the TMT sector is beneficial. The ability to adapt to rapidly evolving market conditions and technological advancements is crucial for success in this role.

Strong quantitative background with proven ability to analyze complex data and translate it into actionable insights.

Proficiency in data analytics tools and software.

Excellent communication skills with the ability to present complex data in a clear and compelling manner.

Fluency in English is required. Knowledge of another official UN language (Arabic, Chinese, French, Russian or Spanish) is an asset.

Travel:

- The consultant is expected to travel to Giga's Barcelona Tech Centre on six trips, for a stay of 5 nights each.
- The consultant is responsible for arranging his/her own travel, including visa and travel insurance.

Payment details and further considerations

- Payment of professional fees will be based on the submission of agreed deliverables. UNICEF reserves the right to withhold payment in case the deliverables submitted are not up to the required standard or in case of delays in submitting the deliverables on the part of the consultant.
- Consultant is responsible for his/her own health and travel insurance
- Consultant is responsible to arrange his/her own travel, including visa

How to apply:

- Interested applicants are required to submit a financial proposal with an all-inclusive fee. Please see the financial proposal template.
- Financial proposal must include travel costs (economy class) and daily subsistence allowance, if travel is required as per TOR and any other estimated costs: visa, travel/health insurance
- **Applications without a financial proposal will not be considered.**

For every Child, you demonstrate...

UNICEF's values of Care, Respect, Integrity, Trust, Accountability, and Sustainability ([CRITAS](#)).

To view our competency framework, please visit [here](#).

UNICEF is here to serve the world's most disadvantaged children and our global workforce must reflect the diversity of those children. The UNICEF family is committed to include everyone, irrespective of their race/ethnicity, age, disability, gender identity, sexual orientation, religion, nationality, socio-economic background, or any other personal characteristic.

UNICEF offers reasonable accommodation for consultants/individual contractors with disabilities. This may include, for example, accessible software, travel assistance for missions or personal attendants. We encourage you to disclose your disability during your application in case you need reasonable accommodation during the selection process and afterwards in your assignment.

UNICEF has a zero-tolerance policy on conduct that is incompatible with the aims and objectives of the United Nations and UNICEF, including sexual exploitation and abuse, sexual harassment, abuse of authority and discrimination. UNICEF also adheres to strict child safeguarding principles. All selected candidates will be expected to adhere to these standards and principles and will therefore undergo rigorous reference and background checks. Background checks will include the verification of academic credential(s) and employment history. Selected candidates may be required to provide additional information to conduct a background check.

Remarks:

Only shortlisted candidates will be contacted and advance to the next stage of the selection process.

Individuals engaged under a consultancy or individual contract will not be considered "staff members" under the Staff Regulations and Rules of the United Nations and UNICEF's policies and procedures, and will not be entitled to benefits provided therein (such as leave entitlements and medical insurance coverage). Their conditions of service will be governed by their contract and the General Conditions of Contracts for the Services of Consultants and Individual Contractors. Consultants and individual contractors are responsible for determining their tax liabilities and for the payment of any taxes and/or duties, in accordance with local or other applicable laws.

The selected candidate is solely responsible to ensure that the visa (applicable) and health insurance required to perform the duties of the contract are valid for the entire period of the contract. Selected candidates are subject to confirmation of fully-vaccinated status against SARS-CoV-2 (Covid-19) with a World Health Organization (WHO)-endorsed vaccine, which must be met prior to taking up the assignment. It does not apply to consultants who will work remotely and are not expected to work on or visit UNICEF premises, programme delivery locations or directly interact with communities UNICEF works with, nor to travel to perform functions for UNICEF for the duration of their consultancy contracts.