GHANA

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| **PART I** |
| Title of Assignment | **Partnership & Resource Mobilization Specialist (Business Sector Engagement)** |
| Requesting CO/RO Section | UNICEF Ghana, Programme – Cross Sectoral |
| Location | Accra*, Ghana* |
| Duration: | Up to 6 *months* |
| Ideal Assignment Dates | February 2019 |  |

**Background**

The UNICEF country office in Ghana is providing the opportunity for interested Private Fundraising and Partnerships Division (PFP) and National Committee staff to apply for a short-term assignment with UNICEF in Accra. The assignments will enable PFP and/ or National Committee personnel to support substantive areas of engagement by the country office within a different programmatic or functional area, while providing the opportunity for professional growth and development.

**Context**

Ghana is a lower middle income country. The current economic outlook for Ghana is positive, with an average GDP growth of 5.5 percent forecasted for 2018-2022, boosted by the development of new oil and gas resources and stronger performance from the non-oil private sector. Its underlying political stability is also expected to endure and support its economic transformation. Such conditions are likely to accelerate further international investment in Ghana.

Economic growth has been complemented by the recent political movement on ‘Ghana Beyond Aid’, which reflects the aspiration for Ghana to become independent of ODA. At the same time, with economic progress, some donors have encouraged a shift from ‘Aid for Trade’ and reduced their contributions to development programmes. Nevertheless, Ghana continues to be affected by persistent development challenges, including increased inequality, slowed poverty reduction with increases in extreme poverty in some parts of the country.

UNICEF in Ghana is therefore exploring the potential to harness and leverage new partnerships in support of UNICEF-supported programmes for children. Specifically, UNICEF in interested to engage business across important supply chains originating in Ghana in financial and non-financial partnerships aimed at improving health, nutrition, education and protection outcomes for vulnerable children and their families.

**Justification**

The assignment will provide a timely and substantive contribution to the development of financial and non-financial engagement with the business sector in Ghana. The country office currently does have a Partnership and Resource Mobilization specialist.

**Scope of Work**

**1. Goal and Objective:**

Under the supervision of the Deputy Representative, the staff on assignment will work with the country office to explore, mobilize and leverage financial and non-financial partnerships with business in support of children in Ghana and Key Results for Children[[1]](#footnote-2) in Western and Central Africa (WCAR).

**2. Linkages with annual workplan**

The exploration of financial and non-financial partnerships with the business sector in Ghana is prioritised in the 2018 annual management plan of the country office. The assignment also directly supports deliverables articulated in the country office funds mobilization strategy and action plans, which intend to maximize efforts in support of the country programme (2018-22), and the five Key Results for Children for WCAR to which the country programme contributes.

**3. Activities and Tasks:**

1. **Establish a profile of the mining, fishery and coca industries in Ghana**

In consultation with relevant UNICEF staff and partners, establish a comprehensive profile of the of mining, fishery and coca companies operating in Ghana and associated supply chains inside and outside of the country, including the location of activities, the Ghanaian communities engaged, the direct and indirect impacts of activities on children and families (both positive and negative), and other considerations.

1. **Elaborate the profile of businesses along the supply and value chains that are impacting directly and indirectly on children, including businesses serving and served by relevant supply chains**

Establish a comprehensive profile of businesses along the supply and value chains that are impacting directly and indirectly on children. The profile should include the key businesses which serve and are served by supply and value chains of the mining, fishery and cocoa industries.

1. **Identify and elaborate potential entry points for UNICEF engagement with relevant businesses along the supply and value chains**

Identify the scope and nature for potential engagement by UNICEF with relevant businesses around key advocacy issues and programmes for vulnerable children and families impacted by the mining, fishery and coca industries. Specifically, formulate a strategy to leverage financial and non-financial partnerships with key corporates working along mining, fishery and cocoa supply and value chains aimed at improving health, nutrition, education and protection outcomes for vulnerable children and their families impacted directly or indirectly by companies.

In collaboration with UNICEF Chief of Communication in Ghana and relevant UNICEF staff at the country office, PFP and National Committees, curate supporting materials for financial and non-financial business engagement including several investment cases (or components of investment cases) and relevant pitching material.

1. **Research the potential for a substantive UNICEF-supported Child Rights and Business Principles (CR&BP) approach with Ghanaian businesses operating in the mining, fishery and cocoa sectors**

Assess the feasibility of and design an approach to engage businesses effectively around children’s rights and business principles. Identify and engage one to three relevant corporates operating in Ghana on CR&BP.

In collaboration with UNICEF Chief of Communication in Ghana, curate supporting materials for business engagement on CR&BP.

1. **Scope the opportunity to support (partner with and/or establish) associations of business working in n the mining, fishery and cocoa sectors around supporting CR&BP**

Identify and evaluate the work of associations or networks of businesses whose members operate within the mining, fishery or coca industries. Identify and implement actions to engage such associations to work with UNICEF effectively around CR&BP

**4. Work relationships**

During the assignment, the incumbent will work closely with relevant programme staff in the implementation of the tasks; the staff will report to the UNICEF Deputy Representative, Ghana.

**5. Outputs/Deliverables**

**Deliverables Ideal timeframe for delivery**

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| Deliverables | Timeframe |
| A profile of the mining, fishery and coca industries in Ghana | By end of month 1 |
| A profile of businesses along the relevant supply and value chains  | By end of month 2 |
| A strategy and action plan for UNICEF engagement with relevant businesses along the supply and value chains | By end of month 3 |
| Recommendations and action plan for UNICEF-supported CR&BP approach with mining, fishery and cocoa businesses in Ghana | By end of month 4 |
| Recommendations and action plan to engage associations and networks of mining, fishery and cocoa business on CR&BP | By end of month 6 |

**Desired competencies, technical background and experience**

**a) Education required**

* Advanced degree in one of the following fields: marketing, public relations, business administration and management, communications, social sciences or human rights.

**b) Desired competencies**

* Strong background in partnership, fundraising or communications or media relations within the UNICEF family
* Good knowledge of the UNICEF resource mobilization infrastructure - particularly National Committees and relevant units of PFP, PPD and DOC.
* Strong analytical ability.
* Excellent written and spoken communication skills.
* Good knowledge of the branding and communication guidelines and standards.
* A self-starter with fresh perspectives.

**c) Work experience**

* At least five years of relevant work experience in corporate fundraising, marketing, and/or in a corporate managerial role with engaging with partners.

**d) Languages**

* Fluency in English.

**CO focal points**

Tina Onukogu, HR Specialist, UNICEF in Ghana

Fiachra McAsey, Deputy Representative, UNICEF in Ghana

1. Comprising Increased Immunization, Decreased Stunting, Decrease in Open Defecation, Decrease in Child Marriages, and Better Learning Outcomes among children in WCAR [↑](#footnote-ref-2)