Partnerships Prospect Researcher

UNICEF Office of Innovation

Duration: 3 months

Duty Station: Remote, coordinates with Stockholm office time zone

Advertising summary

UNICEF's Office of Innovation (OOI) is seeking a Partnerships Prospect Researcher to conduct a prospect landscape mapping and compile a priority pipeline of the most viable prospects across foundations, philanthropy, public and private sector donors for OOI's **UPSHIFT** initiative. UPSHIFT equips young people with 21st century skills to tackle societal challenges through innovation and entrepreneurship. Using a proven curriculum, mentorship and entrepreneurial training, it prepares young people to take charge of their present and future as entrepreneurs, employees, and global citizens.

The ideal candidate will have extensive experience in prospect landscape mapping, priority pipeline development, identifying relevant opportunities and entry points and developing engagement strategies.

The successful candidate will be part of the OOI Partnerships & Communications Team. They will work remotely but hours are required to be complementary to the CET time zone.

_____

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

---

Summary

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.

UNICEF's Office of Innovation creates opportunities for the world's children by focusing on where new markets can meet their vital needs. We do this by:

Connecting youth communities (or more broadly -- anyone disconnected or under-served) to decision-makers, and to each other, to deliver informed, relevant and sustained programmes that build better, stronger futures for children.

Provoking change for children through an entrepreneurial approach -- in a traditionally risk averse field -- to harness rapidly moving innovations and apply them to serve the needs of all children.

Creating new models of partnership that leverage core business values across the public, private and academic sectors in order to deliver fast, and lasting results for children.

Our team

We're an interdisciplinary team around the world tasked with identifying, prototyping, and scaling

new technologies and practices. With our partners, we focus on convening and collaborating on new and different solutions, low- and high-tech, by:

- **Looking** at the 2–5 year horizon to evaluate emerging and trending technologies and to see how UNICEF can work with the private sector on doing better business while improving essential services for children;
- **Investing** in early-stage solutions that show great potential to positively impact children in the 02 year future including the Venture Fund that invests in open-source technology solutions from start-ups based in UNICEF's programme countries;
- **Identifying** proven solutions that can be implemented at national scale in multiple countries – taking the ideas that help thousands in one country, bringing them to dozens of countries across multiple sectors, and impacting the lives of millions of children.

How can you make a difference?

We are seeking an experienced consultant to support with landscape mapping, developing a prospect partner pipeline and engagement strategy for UPSHIFT, one of OOI's 2024 priority initiatives. The successful candidate will be part of the OOI Partnerships & Communications Team. They will work remotely but hours are required to be complementary to the CET time zone.

Your main responsibilities will be:

As UPSHIFT aligns with the priorities of a broad spectrum of donors, OOI would like to focus its fundraising efforts towards donors who are most aligned with the diverse nature of the UPSHIFT programme. UPSHIFT has a footprint in 48 countries. Over 4.1million young people have already completed a 25+ hour UPSHIFT learning journey and the goal is to increase it to 20 million by 2030.

Therefore, UNICEF is seeking a consultant to conduct a comprehensive mapping of all key sectors – public, private and foundations – to create a refined, targeted and prioritised pipeline of viable prospects and develop an engagement strategy for pursuing prospects. Prospects will be ranked according to appropriate mission alignment and their capacity to financially and strategically champion UPSHIFT. Their willingness to convene relevant actors and ecosystems to support OOI in sustaining and scaling UPSHIFT will also be measured but as a secondary consideration.

The consultant will be responsible for developing:

- A stakeholder matrix and heat map of foundations, public and private sector partnership prospects for UPSHIFT
- An analysis of the landscape mapping
- A priority pipeline (long-list and short-list) of the most viable prospects across foundations, public and private sector for initial UPSHIFT outreach
- A high-level engagement strategy

Description of assignment

	Main Deliverable Task	Deliverable Description	Delivery Frame
1	**A stakeholder matrix and heat map of foundations, public and private sector partnership prospects for UPSHIFT**		*30% of tasks outlined, see payment schedule below*
		Liase with UPSHIFT Partnerships team, UPSHIFT Global Lead and review UPSHIFT assets to develop a familiarization with the initiative	Month 1
		Review and analyse existing and previous UPSHIFT partners in the development of the stakeholder matrix and heat map	Month 1
		Conduct research and analysis to support the identification of prospective public sector partners	Months 1-2
		Conduct research and analysis to support the identification of prospective private sector partners	Months 1-2
		Conduct research and analysis to support the identification prospective foundations and philanthropy donors	Months 1-2
		Provide regular progress updates to UPSHIFT Partnerships Team	Months 1-2
		Develop a stakeholder matrix and heat map to present the prospect research across all prospect sectors	Month 2
2			*10% of tasks outlined, see payment schedule below*

	An analysis of the landscape mapping	Present an analysis of the landscape mapping to UPSHIFT Partnerships Team and UPSHIFT Global Lead	Month 2
3	**A priority pipeline of the most viable prospects across foundations, public and private sector for initial UPSHIFT outreach**		*30% of tasks outlined, see payment schedule below*
		Develop and justify a priority pipeline longlist of viable prospects across foundations, public and private sector for initial UPSHIFT outreach	Months 2-3
		Develop and justify a priority pipeline shortlist of the most viable prospects across foundations, public and private sector for initial UPSHIFT outreach	Months 2-3
		Provide regular progress updates to UPSHIFT Partnerships Team	Months 2-3
4	**A high-level engagement strategy**		*30% of tasks outlined, see payment schedule below*
		Develop a high-level engagement strategy for priority pipeline shortlist - propose specific positioning and key messages for priority prospects	Month 3
		Present the priority pipeline and high-level engagement strategy to UPSHIFT Partnerships Team and UPSHIFT Global Lead	Month 3

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

- An advanced university degree (Master's or higher) in one of the following fields: public and/or private sector partnerships, communications, social sciences communication, public relations, business administration and management.

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

- A minimum of 8 years' experience of researching and qualifying potential donors and of supporting fundraisers in creating prospect pipelines and cultivation strategies.
- Proven experience and expertise in identifying strategic partners that have led to fundraising success.
- Experience supporting partnership prospecting between the technology sector and development/non-profit organizations would be beneficial.
- Experience of partnership prospecting for the UN is a bonus
- An in-depth knowledge of the foundations, philanthropy, private and public sector fundraising landscapes and an understanding of the differences between them
- Substantial knowledge of prospect research methods and data sources as well as donors' needs and motivations
- Extensive investigative, research and analytical skills.
- Excellent written and verbal communication skills.
- Strong personal management skills - ability to work independently, autonomously, take initiative, prioritise and meet deadlines
- Fluency in English is required. Knowledge of another official UN language (Arabic, Chinese, French, Russian or Spanish) or a local language is an asset

Travel:

- No travel is expected for this assignment

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.

- Payment schedules as per outlined tasks above are

Deliverable	A stakeholder matrix and heat map of foundations, public and private sector partnership prospects for UPSHIFT	An analysis of the landscape mapping	A priority pipeline of the most viable prospects across foundations, public and private sector for initial UPSHIFT outreach	A high-level engagement strategy	Total
	%	%	%	%	%
Month 1	15	0	0	0	15
Month 2	15	10	15	0	40
Month 3	0	0	15	30	45
Total	30	10	30	30	100

How to apply:

- Interested applicants are required to submit examples of previous prospect research they've undertaken and/or an outline of how they'd approach this project
- Interested applicants are required to submit a financial proposal with an all-inclusive fee. Please see the financial proposal template.
- **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.