



## CONSULTANCY - TERMS OF REFERENCE

### Partnerships Expert

Division: UNICEF Office of Innovation - Giga, Geneva, Switzerland

Duration: **12 months (Deliverable-Based)**

Duty Station: Remote or Geneva, Switzerland

#### Advertising summary

The Giga team is seeking a Partnerships Expert to join Giga. This individual will guide a team that works to develop, prospect, and manage Giga's portfolio of partners.

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#### 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](#)**

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*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?

We are seeking a strong and committed Partnerships Expert who is:

- Motivated to create and grow Giga's program across multiple functional areas of work
- Interested in exploring the ways in which Giga can achieve its mission to connect every young person to the internet
- Inspired to redefine partnership models and find new ways of collaborating to bring value to our work
- A deep knowledge of technology and technology companies, who often are our main resources and collaborators.

## Your main responsibilities will be / (Key outputs)

The consultant is to conceptualize, support and drive the coordination and management of partnerships for the Giga team. In collaboration with the Private Fundraising and Partnerships Division/UNICEF and, in some instances, in coordination with ITU, the consultant will:

- Lead strategy to develop and grow the partnership portfolio to enable Giga's continued growth as an initiative for global connectivity.
- Oversee of existing partnerships, including developing and owning relationships with counterparts within partner organizations
- Support the management team to develop novel partnership modalities leveraging the Giga Technology Centre to drive technology-based collaborations for open-source products, including the UN's first connectivity-focused accelerator.
- Help define and execute Giga's strategic engagements with Barcelona ecosystem, developing relationships with academic / research institutes, public sector, and start-up actors.
- Conceptualize and execute a strategy for future engagement with the technology sector, including the rollout of GigaSPs, a programme for incentivizing internet service providers to connect schools

- Work alongside Giga Co-leads and functional workstream leads to understanding how the Partnerships Team can continuously improve to support shared goals.
- Lead on strategy and processes for engaging with key stakeholders, such as internal UNICEF teams, ITU, and National Committees.

## Description of assignment

#	Tasks	Deliverables/Outputs	Delivery deadline	% of payment/ Estimated combined working days
1	Develop Partnership Strategy	Slide deck on key programmes and products for Giga Partnerships.	Month 2	8%
		Partnerships Workstream evaluation and recommendations for path forward.	Month 10	8%
2	Manage Existing Partnerships	Slide deck on landscape evaluation for Giga Partnerships, focusing on Open-Source technology companies and hyperscalars.	Month 1	10%
		Report on technology partnerships, open-source products, and specific nuances of both Swiss and Spanish partnership work, including successes, challenges, KPIs, and next steps.	Month 11	8%
3	Facilitate Novel Partnerships	Detailed concepts note and implementation plan for Accelerator for Connectivity.	Month 6	8%
		Report on Accelerator pilot, including successes, challenges, KPIs, and next steps.	Month 7	8%
		Report on phase 2 roll-out of Accelerator, including successes, challenges, KPIs, and next steps.	Month 12	10%
4	Engage with Barcelona Ecosystem	Detailed concepts note and implementation plan for 2024 Partners Day.	Month 8	8%
		Partners Day post-event report and evaluation.	Month 9	8%
5	Strategy for Technology Sector Engagement	Extension and implementation plan for GigaISPs.	Month 4	8%
		Report on GigaISPs pilot, including successes, challenges, KPIs, and next steps.	Month 5	8%
6	Collaborate for Continuous Improvement	Strategic plan, and roadmap for build and roll-out of key programmes and products for Giga Partnerships.	Month 3	8%

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

- An advanced university degree (Master's or higher) in International Development, Public/Business Administration, International Relations, Social Sciences, or a related field or relevant work experience is required.  
\*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.
- A minimum of 7 of relevant work experience in partnerships, project management, strategic planning, or management consulting.
- Relevant experience in the development of partnership pitches and proposals, negotiating partnership agreements, and managing and developing relationships with partner organizations
- A proven track record of managing teams and developing resources.
- The ability to prioritize and manage progress and deadlines across a diverse range of partners, projects, and activities.
- Very strong writing, editing, and content development skills, as well as demonstrated strength in communication.
- Experience working with (or ability to quickly learn about and speak to) technology, data, telecommunications, and innovative solutions.
- Ability to manage multiple perspectives and sets of priorities, driving toward consensus across several stakeholders.
- Developing country work experience and/or familiarity with emergency is considered an asset.
- 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:

- The consultant is expected to travel to Giga's technology center in Barcelona three times. The Barcelona trips will require a stay of 1 week (5 days) 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.