Mali

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| **PART I** |
| **Title of assignment** | Corporate partnerships specialist / manager |
| **Requesting CO/RO section** | Resource mobilization and partnerships |
| **Location** | Bamako, Mali |
| **Duration**  | 3 months |
| **Ideal assignment dates** | From: February 2019 |

**Background and justification**

UNICEF Mali is seeking a specialist in the area of corporate partnerships to help identify, articulate and prioritize initiatives to strengthen private sector engagement in the country, with a focus on the second decade and Young Peoples’ Agenda.

Since the outbreak of crisis in Mali in 2012, humanitarian needs have dramatically increased, as has the need to invest in longer-term, resilience-building interventions, in line with the humanitarian/development continuum. However, Mali remains one of the least well-funded crises in the world, and the protracted nature of the conflict has led to donor fatigue and decreasing investment in social and economic development, in favour of security issues. This poses a challenge for mobilizing resources for children’s rights, creating a need to explore a wider range of partnership opportunities and innovative financing mechanisms.

Despite crisis and instability, Mali has high ambitions for growth and development. Economic growth was estimated at 5.5 per cent in 2017[[1]](#footnote-2), and the potential for developing partnerships involving the private sector has increased. While the country still relies heavily on agriculture, key economic sectors such as mining, ICT and agro-industry are helping to drive economic development.

In this context, UNICEF Mali is looking to develop and better structure its financial and non-financial engagement with the private sector, seeking opportunities to leverage resources, develop public-private partnerships and explore shared-value partnerships.

**Scope of work**

1. **Country context**

UNICEF has been delivering life-saving services and protecting the rights of children in Mali since 1960. As part of its current country programme 2015-2019 (CP), and under the wider umbrella of the SDG agenda, UNICEF Mali works with the Government and other strategic partners to ensure that Mali’s children can access their most basic rights – to a healthy meal, adequate healthcare, clean drinking water, a chance to learn and even an identity.

The current Country Programme CP aims to increase equitable access to basic social services, strengthen the resilience of communities, support service delivery systems and promote policies and budgets sensitive to the situation of children, especially girls, and the most disadvantaged groups to ensure a successful transition from humanitarian action to development.

UNICEF implements programmes across all regions of Mali, thanks to its five field offices. Despite the volatile security situation that has impacted humanitarian access in the North and central regions, UNICEF enjoys strong acceptance from the local population and stakeholders, and relies on a strong network of local implementing partners to ensure continuity of programmes, even in the hardest-to-reach areas.

In that context, the resource mobilization and partnerships unit is responsible for conceptualizing and implementing all aspects of resource mobilization and partnership-building in support of the country programme, under the general guidance and supervision of the Representative and in coordination with the Deputy Representative.

1. **Goals and objectives**

As part of implementing the current Country Programme, and as the country office prepares the next CP, the corporate partnership specialist/manager will help to identify, articulate and prioritize opportunities to develop shared-value partnerships in Mali that will contribute to accelerating results for children and young people.

1. **Activities and tasks**

Under the leadership of the resource mobilization specialist, and as part of the resource mobilization and partnerships team, the corporate partnership specialist/manager will:

* Contribute to the identification of entry points for the development of shared-value partnerships with the private sector in Mali, in the context of the preparation of the next country programme of cooperation (2020-2024).
* Contribute to the identification of key private sector networks and actors for UNICEF, including corporate social responsibility champions, young entrepreneur networks and social investments actors.
* Help to strengthen current engagement with the mining sector in Mali, including non-financial engagement for the promotion of children’s rights and opportunities for financial engagement through resource leveraging and public-private partnerships.
* Support the development of private partnerships/innovative financing mechanisms for nutrition, with a focus on an ongoing initiative to explore local production of ready-to-use therapeutic food products to combat malnutrition.
* Support the development of a draft private sector engagement strategy for UNICEF Mali.
1. **Work relationships**

The corporate partnership specialist/manager will be part of the partnership and resource mobilization team, and will work in close collaboration with chiefs of section and all members of the country management team.

He/she will work under the supervision of the resource mobilization specialist and overall guidance of the Representative and Deputy Representative.

1. **Outputs / deliverables**

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| **Deliverables**  | **Timeframe** |
| 1. Contribute to identifying entry points for the development of shared-value private sector partnerships in Mali, in the context of the preparation of UNICEF Mali’s next country programme (2020-2024). | Tbc base on start date  |
| 2. Contribute to identifying key private sector networks and actors for UNICEF, including corporate social responsibility champions, young entrepreneur networks and social investments actors  | Tbc base on start date  |
| 3. Help to strengthen current engagement with the mining sector in Mali, including non-financial engagement for the promotion of children’s rights and opportunities for financial engagement through resource leveraging and public-private partnerships. | Tbc base on start date  |
| 4. Support the development of private partnerships/innovative financing mechanisms for nutrition, with a focus on an ongoing initiative to explore local production of RUTF. | Tbc base on start date  |
| 5. Support the development of a draft private sector engagement strategy for the country office. | Tbc base on start date  |

**Desired competencies, technical background and experience**

1. **Qualifications required**

An advanced university degree (Master’s or higher) in Social Sciences, International Relations, Government, Public Policy, Social Policy, Business Administration, Marketing, Communication or other relevant disciplines.

1. **Work experience**

At least five years of relevant professional experience in corporate partnerships, marketing, communications, donor relations or resource mobilization/ fundraising.

1. **Language**

Very good working knowledge of French and English is essential.

**Focal point**

Veronique Mistycki, Resource Mobilization Specialist: vmistycki@unicef.org

1. Banque mondiale, <http://www.banquemondiale.org/fr/country/mali> [↑](#footnote-ref-2)