EQUATORIAL GUINEA

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| **PART I** | |
| **Title of assignment** | Development of a resource mobilization and partnership strategy |
| **Requesting section** | Resource mobilization and strategic partnerships section, UNICEF Equatorial Guinea |
| **Location** | Malabo, Equatorial Guinea |
| **Duration** | 3 months |
| **Ideal assignment dates** | From: February 2019 |

**Background and Justification**

Equatorial Guinea made substantial socioeconomic progress during the past 15 years and is classified as an upper middle-income country thanks to rapid economic growth in the oil sector, which is the main contributor to GDP and fiscal revenue. During the economic boom both poverty and extreme poverty were sharply reduced. Declining oil prices, however, led to negative GDP growth from 2010 to 2016. By 2015 the country ranked 135th of 188 countries on the human development index. Equatorial Guinea experiences difficulty attracting donors, posing critical challenges to UNICEF and other development actors.

Despite remarkable progress in socioeconomic infrastructure during the first phase of the national economic and social development plan (Horizonte 2020), under-five mortality remains high and investment in human capital lagged behind. The latter was to be addressed during the plan’s second phase (2013-2020), but the latter is now being reoriented to align with the 2030 Agenda for Sustainable Development and the African Union Agenda 2063, and will focus more on poverty reduction, social inclusion, environmental sustainability and economic diversification.

In this new context the UN system, particularly UNICEF, needs to be creative, looking for innovative approaches to mobilize and leverage resources with all potential partners (e.g., Government, private sector, bilateral/multilateral donors, regional fora, National Committees).

**Scope of work**

1. **Country programme context**

After several years of economic transformation and focus on infrastructure development, the country has recognized the need to implement a more equitable social agenda in a constrained economic environment. This is an opportunity for UNICEF, through its proposed country programme for 2019-2023 (CP), to consolidate past gains and place child rights at the centre of the national agenda through policy advice, partnerships, public campaigns and support to social movements. Programme strategies include advocacy, policy support, capacity development and partnerships to accelerate results for children.

The programme of cooperation, with a yearly budget estimated at US$ 3.5 million and a more ambitious annual OR target of US$ 2.6 million, will include two integrated and interdependent programmes to optimize the synergy between policy advice and programme implementation. The child protection and equity programme will focus on policy, advocacy and system strengthening to address bottlenecks in the enabling environment. The child survival, development and learning programme will advocate that all children, particularly those in underserved areas, have equitable access to quality health and education services, and will promote essential family practices through an integrated district approach.

In addition, UNICEF’s programme will strengthen joint programming and partnerships with other United Nations organizations to: address poverty and climate change; improve adolescent and maternal health; achieve gender equality and empower women and girls; and support greater availability and use of disaggregated data for sustainable development.

To achieve these goals, UNICEF Equatorial Guinea will need to leverage resources from the private sector, bilateral and multilateral partners and develop a range of new and innovative partnerships.

1. **Goals and objectives**

* Support the CO in the development of a coherent, holistic resource mobilization and partnership strategy for the new country programme 2019-2023
* Support the CO to develop innovative advocacy and communication tools for the new CPD 2019-2023;
* Strengthen the CO’s capacity to enhance the quality of proposals and donor reports for the new CPD 2019-2013 cycle.

1. **Activities and tasks**

*Preparatory phase*

* Prepare a detailed work plan in line with TOR goals and objectives
* Undertake discussions with all stakeholders through formal meetings (Government, UN system, bilateral and multilateral donors, private sector and civil society) and Skype or conference calls (with entities located outside Malabo)
* Support the review and completion of the detailed mapping of all partners, as per the format shared by the WCARO resource mobilization and partnerships advisor
* Prepare and submit an outline of the proposed RMP strategy for management approval.

*Analysis/reporting phase*

* Undertake a desk review and analysis of all key internal documentation (SITAN/CCA, UNDAF/CPD/CPMP; key studies, evaluations and assessments; proposals and donor reports) and other reference documents (e.g., Government Horizonte 2020 plan; SP 2018-2021; 2030 and 2063 Agendas; GAP 2018-2021)
* Undertake an analysis of all funding received by the CO during the past five years, including utilization and quality of proposals and donor reporting
* Prepare and submit for comments/review the first draft of the RMP strategy

*Capacity building and RMP strategy: finalization phase*

* Prepare and undertake a training plan for all programme and operations staff on proposal and donor report writing
* Present the first draft of the RMP strategy at a CMT meeting
* Incorporate all comments/observations from the RO and CO in the final draft of the RMP strategy, including the annexes on advocacy and communication tools;
* Finalize the RMP strategy and advocacy/communication tools and submit for final validation to the RO and CO.

1. **Work relationships**

* The successful candidate will work directly with the CO’s senior management team (Representative, strategic planning manager/deputy and operations manager; the deputy will serve as the direct supervisor
* The successful candidate will be supported by the programme team with inputs/feedback, documentation and organization of meetings with partners (Government, UN system, bilateral/multilateral and CSOs and NGOs)
* The operations team will support the successful candidate through making logistical arrangements for meetings, training etc (travel, transport, materials, etc.)

1. **Outputs / deliverables**

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| **Deliverables** | **Timeframe** |
| Work plan prepared and approved  Discussions held with all stakeholders  Mapping of all partners done/approved  RMP outline strategy approved | 1st Month |
| Desk review/analysis of documentation completed  Analysis of the current fund-raising situation for the last 5 years done (success and gaps)  First draft of RMP strategy complete | 2nd month |
| Staff training on proposal preparation and report writing carried out  Presentation of RMP strategy draft  CO and RO feedback collected and incorporated  RMP strategy and advocacy tools finalized and approved | 3rd month |

**Desired competencies, technical background and experience**

**Qualifications required**

* Advanced degree (MSc. desirable) in academic areas related to social business management, finance/marketing, communication/advocacy and social policy, with a focus on social development
* Specific training and knowledge on innovative digital technology approaches for advocacy, communication and fundraising.

**Work experience**

* At least five years of work experience in non-profit organizations or the private sector, with a focus on resource mobilization and partnerships or corporate social responsibility
* Good knowledge and experience in social budgeting analysis and public finance for children
* Good communication (primarily writing) and advocacy skills linked to resource mobilization approaches.

**Language**

* Excellent writing skills in English and solid knowledge of Spanish is desirable. Good knowledge of French is an asset.

**Focal point**

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