

**UNICEF Uruguay Country Office
Temporary Appointment
Terms of Reference [TOR]**

Post Title	Public & Private Partnership and Innovation Officer	Post Level	NO-1
Supervisor's title	Representative	Supervisor's Level	IP-5
Contract duration	11.5 months	Duty Station	Montevideo

JOB ORGANIZATIONAL CONTEXT AND PURPOSE FOR THE JOB

UNICEF works 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, hope...

To create a world where the rights of every child are realized, UNICEF builds meaningful partnerships with the private and public sector, to advocate on behalf of children worldwide and to leverage resources for programmes in their support. To achieve results for children, UNICEF works with its partners to innovate, to understand change, and to be prepared to forthcoming challenges.

Job organizational context:

The Public & Private Partnership (Corporate) and Innovation Officer will serve UNICEF Uruguay Country Office in Montevideo.

The overarching goal is to strengthen partnerships, raise resources and foster innovation with public and private partners to reach the results for children planned in the Country Programme Document (CPD) 2021-2025 as part of an effort to reach the United Nations Sustainable Development Cooperation Framework (UNSDCF) goals and the Sustainable Development Goals (SDGs) linked to children and adolescents.

With this post UNICEF Uruguay is building capacity for systematic long-term partnerships with both public and private partners (corporate) and strengthen UNICEF capacity to innovate and learn from innovations.

The position reports to the Representative and a strong liaison with the Private Fundraising team and the Programme team (particularly colleagues working on Technology for Development (T4D) and Business for Results (B4R)) is expected. Work collaboratively with the country office management, and when relevant with HQ Divisions, regional offices, and other UN partners, is also expected.

KEY FUNCTIONS, ACCOUNTABILITIES AND RELATED DUTIES AND TASKS

Key results of this post is to support and strengthen the following:

- Country Office **engagement strategies with private sector (corporate)** to advance UNICEF's programmatic, advocacy and fundraising goals.

- Country Office **engagement with international public sector partners** such as embassies, bilateral/multilateral donors, among others.
- Country Office capacity to foster and learn from **innovative partnerships and initiatives**.

It is expected that these results will be achieved working in strong collaboration with all Country Office teams particularly with PFP team, Communication and Advocacy team, Programme team, Operations and HR team, as well as with key individuals, T4D focal point, B4R focal point, Gender focal point, among others.

The incumbent will systematically approach and communicate with top potential partners and support team's effort to build long-term partnerships to advance programmatic and advocacy results, as well as fundraising targets, based on agreed CPD priorities. The incumbent will operate as a hub to contribute to the synergies within the office, as well as with other partners such as the national embassies in Uruguay and their chambers of commerce, multilateral representations (such as the EU), as well as corporate-led organizations such as chambers of commerce, federations, or foundations.

Particularly and within the delegated authority and in line with the PFP Fundraising plan (PSP), the incumbent will revise and implement an integrated resource mobilization strategy for the corporate sector that leverages its core strengths to raise funds and support for UNICEF. The strategy will also look at ways that the corporate sector can help enhance UNICEF's income strategy for fundraising, with special focus on developing new partnerships to secure income for the PSP. This income strategy focuses on corporate revenue and Individual giving revenue through to raise more sustainable and flexible funding. The incumbent will work closely with the heads of PFP, Communication and Programme sections in order to bridge Programme objectives with private sector corporate engagement.

The incumbent will particularly support innovation, T4D and B4R Country Office's strategies collaborating and coordinating with the different teams to increase synergies, coherence, fundraising and sustainability.

DELIVERABLES / OUTPUT

Duties include but are not limited to the following:

Engagement with private sector (corporate)

- Revise and implement an integrated resource mobilization strategy for the corporate sector (Income and Influence).
- Conduct research on prospective new partners for UNICEF, and provide analysis of the areas of work, outreach, financial based and reputation of prospective partners.
- Make recommendations to the Representative and PFP head and Fundraising Officer on Corporate Fundraising direction.
- Contribute to the integrated and coordinated workflow between corporate and individual fundraising teams to maximize synergies and increase fundraising results to meet Private Sector Plan goals.
- Identify, develop and maintain regularly relationships with potential corporate partners.
- Manage and grow existing corporate alliances.
- Secure ways to increase the number of pledge donors via corporate entities and help ensure pledge conversion.
- Maintain a 'status' update document of partners and prospects - including potential entry points and strategic vision.

- Increase awareness among stakeholders to promote commitment to integrate children’s rights indicators or considerations in their supply chain frameworks. Support industry-wide and multi-stakeholders initiatives on children’s rights; identifying key areas of joint policy and advocacy action, in coordination with B4R focal point.
- Oversee internal coherence with PFP, programme and communication sections with regards to corporate partners/campaigns, in coordination with B4R focal point.
- When relevant, propose PFP section to develop effective and persuasive investment cases, donor proposals, and other fundraising related materials.

Engagement with international public sector partners

- Help supervisor maintain effective relationships with embassies (and their chambers of commerce), multi-government stakeholders, and other partners, to keep them informed on important, strategic operational UNICEF issues.
- Actively support building and maintaining UNICEF Uruguay’s international public partnerships, by developing strategies and technical proposals for resource mobilization and/or partnership engagements.
- Maintain up-to-date information on partner and income trends and keep resource partner profiles updated including preparation of briefing notes and related materials for senior management when relevant.
- When relevant, propose Programme and Communication sections to develop effective and persuasive investment cases, donor proposals, and other fundraising related materials, as well as donor reports.
- Conduct research on prospective new international public partners for UNICEF, and provide analysis of the areas of work, outreach, financial based and reputation of prospective partners.
- Plan and track the Representative’s high-level engagement with funding partners and ensure proper follow up.

Innovative partnerships and initiatives

- In coordination with the Representative and Technology for Development (T4D) focal point, and with the support of other relevant CO and HQ colleagues, strengthen the Country Office’s capacity to engage with private sector (corporate) and public sector partners to identify, feed and learn from innovation processes and experience to achieve results for children.
- Develop a strategy for UNICEF to identify and “reward” innovative and forward-looking individuals, institutions and companies that defend/protect children rights as well as a green/sustainable agenda.
- In coordination with the Representative, and in co-leadership with the T4D focal point, and with the support of relevant CO and HQ colleagues, prepare a feasibility study for the development of Frontier Tech Venture Lab in Uruguay.
- In strong coordination with the T4D focal point, support the development and testing of innovation products and processes to strengthen and improve efficiency and effectiveness of UNICEF’s results.

REQUIRED QUALIFICATIONS	
Education	<ul style="list-style-type: none"> • A first level university degree is required in one of the following fields: international relations, political science, social sciences, communications, international development, business management, or another relevant technical field.
Work Experience	<ul style="list-style-type: none"> • A minimum of five year of professional experience in one or more of the following areas is required: public affairs, programme management, resource mobilization, innovation policies, innovation partnerships, external relations, budget management or other relevant area. • Ability to work in a multicultural environment and establish harmonious working relationships, both within and outside the organization. • Advanced knowledge of partnership development and resource mobilization (particularly but not limited to Private Sector (Corporate)). • Ability to conduct sound policy analysis. • Ability to contribute to formulation of strategies and policies. • Current knowledge of development issues, strategies, as well as programming policies and procedures in international development cooperation. • Strong communication skills, verbal and written in Spanish and English. • Strong networking and negotiation skills. • Strong familiarity with political and governmental processes.
Languages	<ul style="list-style-type: none"> • Fluency in Spanish and English is required. Knowledge of another official UN language (Arabic, Chinese, French or Russian) or a local language is an asset.
UNICEF VALUES AND COMPETENCY REQUIRED (BASED ON THE UPDATED FRAMEWORK)	
<p>Core values of care, respect, integrity, trust, accountability and sustainability.</p> <p>UNICEF competencies required for this post are:</p> <p>(1) Builds and maintains partnerships (2) Demonstrates self-awareness and ethical awareness (3) Drive to achieve results for impact (4) Innovates and embraces change (5) Manages ambiguity and complexity (6) Thinks and acts strategically (7) Works collaboratively with others</p> <p>UNICEF is committed to diversity and inclusion within its workforce, and encourages all candidates, irrespective of gender, nationality, religious and ethnic backgrounds, including persons living with disabilities, to apply to become a part of the organization.</p> <p>We offer a wide range of benefits to our staff, including paid parental leave, breastfeeding breaks, and reasonable accommodation for persons with disabilities. UNICEF strongly encourages the use of flexible working arrangements.</p> <p>UNICEF has a zero-tolerance policy on conduct 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</p>	

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.