

<p>Job Title & Purpose</p>	<p>Broker – ZBIDF Extractive Sector Partnerships</p> <p>The Broker is expected to work closely with the Extractive Sector particularly through the Lumwana Community Business Association (LCBA) as it seeks to establish a Business Incubator and Mine Supply Park. The Broker will leverage the work done so far by LCBA and the ZBIDF to consolidate its sector partnerships plan, mobilize investors for the Incubator, and develop skills/capacity in the SME Value Chain to supply to the Extractive sector.</p>
<p>The ZBIDF/Extractive Sector partnerships and goals</p>	<p>The Zambia Business in Development Facility (ZBIDF) aims to systematically support, catalyse and scale cross-sector partnerships in order to unleash the power and resources of business on development goals while simultaneously achieving business benefits. Through this, ZBIDF will accelerate the pace of sustainable development in line with the National Development Plan and the MDGs (with a strong focus on job creation).</p> <p>The ZBIDF is supported by the Swedish International Development Cooperation Agency (SIDA) and the Embassy of Sweden in Zambia. For additional information see http://thepartneringinitiative.org/w/learning-influence/business-in-development-facility-driving-effective-partnerships-for-development/zambia/. The ZBIDF is hosted by the African Management Services Company/African Training and Management Services Project (ATMS) of UNDP.</p> <p>The sector partnership, working through Lumwana Business Incubator and Mine Supply Park, is proposed to promote indigenous entrepreneurship in local mine value chains and non-mine value chains (such as agricultural processing, handicrafts, apparel manufacturing, and business space).</p> <p>Key partners include: the Barrick Lumwana Mining Company, Rossing Uranium Mine, Swakopmund Municipal Council Joint Venture, the Zambia Development Agency (ZDA), Zambia Chamber of Small and Medium-sized Business Associations (ZCSMBA), the Ministry of Commerce Trade and Industry (MCTI), the Ministry of Lands, the National Technology Business Centre, the Lumwana Community Business Association, and the Embassy of Finland in Zambia.</p>
<p>Reports To/Line Manager</p>	<ul style="list-style-type: none"> ▪ Project Coordinator – ZBIDF ▪ Location: Lumwana Community Business Association/Solwezi
<p>Job Purpose</p>	<p>The Broker will work directly with the ZBIDF Project Coordinator and embedded closely to the extractive sector (particularly the LCBA) to define immediate and long term strategies for the development of strategic partnerships in the Sector.</p> <p>Main responsibilities include support for the Partnership (75%)</p> <ul style="list-style-type: none"> • Seeding the idea of partnering with potential partners, policy makers and / or donors – explaining how it can work and how it may be better than alternative approaches • Provide brokering services including scoping possibilities, identifying potential partners, making the “business case,” mobilizing resources, developing partnering agreements, managing the early stages, encouraging good partnering behaviour, protecting the vision and core principles of the partnership) • Facilitate access to partnership resources • Encouraging and role modeling good partnering behaviour that will help the

	<p>partnership to function effectively and creatively</p> <p>Support a partnership conducive culture in Zambia (25%) through:</p> <ul style="list-style-type: none"> • Facilitating partnership training, and the exchange of knowledge and experience • Raising awareness and building motivation around the role of business in development and the potential of partnership to achieve business and development goals • Creating opportunities for dialogue and partnership co-creation, including innovation spaces and matchmaking services
Technical Competencies & Skills	<p>Essential Competencies</p> <ul style="list-style-type: none"> • Ability to meet complex demands, by drawing on and mobilizing various resources (including skills and attitudes) in the context of the manufacturing sector. • Management of the partnership process • Experience in the manufacturing sector is an added advantage <p>Essential Skills</p> <ul style="list-style-type: none"> • Ability to inspire others with their vision of a more cooperative future and explain how partnership can work • Communication: active listening; concise speaking; synthesis and interpretation, written communications • Facilitation: manage 'encounters' between stakeholders in one-to-one meetings, small group activities or larger task-oriented workshops • Mediation and negotiation: help partners to differentiate between hardball and interest-based negotiation (aiming at win-win-win scenarios for all players)
Experience, qualifications and other requirements specific to the role	<ul style="list-style-type: none"> • Knowledge/experience of the private sector in Zambia • Understanding of the Zambia SME sector space and its challenges. • Demonstrate a clear understanding of the skills development levels and issues in the Extractive sector and Zambia generally. • Master's degree in Business Administration or in a related field.
Compensation	<ul style="list-style-type: none"> • Annual salary commensurate with experience • Performance bonus anticipated
Start date	<ul style="list-style-type: none"> • 1st July 2014
Deadline for submissions	<ul style="list-style-type: none"> • Resumes accompanied by a cover letter should be emailed to andrew.bamugye@amscobv.com not later than 15th May 2014.