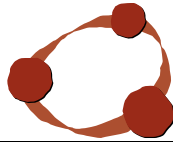


<p>Job Title & Purpose</p>	<p>Coordinator – Zambia Business in Development Facility (ZBIDF)</p> <p>The Coordinator will be charged with managing the ZBIDF operations. Initially focused on three (3) partnerships in the manufacturing, agriculture and extractive sectors, the Coordinator will work directly with the Sector Partnership brokers to define immediate and long term strategies to support the development of strategic partnerships.</p>
<p>The Zambia Business in Development Facility (ZBIDF)</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>Development of three (3) sector partnerships in Agriculture & Agribusiness, Manufacturing Sector Skills and Extractive Sector value chains is at an early stage. The Partnership in Manufacturing Sector Skills development is proposed to increase the employability of participating citizens and develop a skilled human resource for enhanced firm productivity in the manufacturing industry. Key partners include Zambia Association of Manufacturers (ZAM), Technical Education, Vocational and Entrepreneurship Training Authority (TEVETA), Private Sector Development Reform Programme (PSDRP) and International Labour Organization (ILO).</p> <p>The Agriculture Sector Partnerships seek to achieve increased productivity of small holders through improved access to inputs, increasing commercialization of small holders thereby contribute to other local business and a less fragmented market, policy clarity and eventually increase agricultural contribution to GDP. Key partners to this sector partnership so far include Key partners include MUSIKA, SNV, USAID and other private sector partners to be identified.</p> <p>The Extractive 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). 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"> ▪ Reports to: Chairperson of the Champions Advisory Group of the ZBIDF ▪ Location: To be hosted by the African Management Services Company/African Training and Management Services of the UNDP – Lusaka Office.



<p>Job Purpose</p>	<p>Main responsibilities include support for the Sector Partnerships Development 75%</p> <ul style="list-style-type: none"> • Work directly and supervise the work of Sector Partnership Brokers • Drive the strategy of the ZBIDF including the testing of the business model • Business Development • Relationship management of the diverse stakeholders involved • Liaise directly with Champions Advisory Group and key stakeholders • Ensure proper financial and activity reporting • Ensure appropriate monitoring and reporting • Hold primary responsibility for business development activities for prospective partnership opportunities • Seeding the idea of partnering with potential partners, policy makers and / or donors – explaining how it can work and how it may be better alternatives • 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) • Encouraging and role modeling good partnering behaviour that will help the partnership to function effectively and creatively <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 • Oversee internal meetings, communications, all media related initiatives, including press conferences, press releases, media advisories, interviews
<p>Technical Competencies and Skills</p>	<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 <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)
<p>Experience, qualifications and other requirements specific to the role</p>	<ul style="list-style-type: none"> • Be a well-respected Zambian, widely viewed as non-partisan/ independent • Knowledge/experience of the private sector in Zambia • Have experience in brokering partnerships • Possess substantial local business climate expertise, diverse knowledge of various market sectors and experience in local empowerment • Master’s degree in Business Administration or in a related field.
<p>Compensation</p>	<ul style="list-style-type: none"> • Annual salary commensurate with experience • Performance bonus linked to implementation of the targeted outcomes
<p>Start date</p>	<ul style="list-style-type: none"> • 1st July 2014
<p>Deadline for submissions</p>	<ul style="list-style-type: none"> • Resumes accompanied by a cover letter should be emailed to andrew.bamugye@amscobv.com not later than 15 May 2014.