



Food and Agriculture Organization of the United Nations

Vacancy Announcement No: IRC5703

Issued on: 22 August 2018

Deadline For Application: 12 September 2018

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| Position Title: | Senior Programme Officer (Business Development and Resource Mobilization) | Grade Level: | P-5 |
| Organizational Unit: | Resource Mobilization Division, TCR | Duty Station: | Italy, Rome |
| | | Duration *: | Fixed-Term: 2 years, with possibility of extension |
| | | Post Number: | 0826790 |
| | | CCOG Code: | 1A11 |

The length of appointment for internal FAO candidates will be established in accordance with applicable policies pertaining to the extension of appointments

- **FAO is committed to achieving workforce diversity in terms of gender and nationality.**
- **Persons with disabilities are equally encouraged to apply**
- **All applications will be treated with the strictest confidence.**
- **The incumbent may be re-assigned to different activities and/or duty stations depending on the evolving needs of the Organization.**

Organizational Setting

The Resource Mobilization Division (TCR) leads and coordinates the mobilization of voluntary contributions (currently 60 percent of FAO's budget) in support of the organization's strategic priorities. To achieve this objective, TCR promotes and manages FAO's relations with resource partners, strategically matching partners' interests to those of the organization, supports the negotiation of agreements, explores emerging business opportunities with development partners, conduct resource mobilization campaigns and provides market and business intelligence as well as resource mobilization capacity development support to decentralized and headquarter offices. In addition, TCR also oversees global programme and project reporting to resource partners. It strives to assure the highest quality of development results, through providing project cycle oversight and support, and policy design for operational modalities and outsourcing.

In this context, TCR has established a Business Development Task Force to pursue a more proactive and strategic approach to resource mobilization, given the fast-changing development cooperation landscape as shaped by the SDG agenda, and combined with the complex constellation of development actors and increasing competition for resources. The BDTF responds to a strategic review of FAO's resource mobilization business model, aimed at ensuring it delivers greater financial stability to longer-term development results. A new generation of strategies, approaches and partnership tools are needed if we are to transition "from funding to financing", "from projects to investment opportunities" and "from donor-recipient scheme to resource partnership approach".

Reporting Lines

The Senior Programme Officer reports to the Director, TCR.

Technical Focus

Business Development, Resource Mobilization, Donor Relations, Grant negotiation, Capacity development and programming support.

Key Results

Leadership and coordination in support of the mobilization of voluntary contributions, identifying business opportunities for increased partnership with traditional and non-traditional resource partners in the field of sustainable agriculture, production climate change adaptation and mitigation, environmental restoration, rural development, food and nutrition security, and resilience; facilitation/coordination/negotiation/ of business opportunities; capacity development and programming support and marketing; outreach.

Key Functions

- Manages and leads specialized team(s) and, plans and develops annual work plans to achieve divisional targets;
- Leads strategic thinking and prepares related plans to further develops and facilitates implementation of the Corporate Resource Mobilization and Management Strategy (RMMS) ;
- Coordinates and Collaborates with and ensures support to FAO's Strategic Objectives teams, headquarters departments and Decentralized Offices in the identification of business opportunities to mobilize resources in line with defined corporate priorities;
- Develops and regularly update, in coordination with Strategic Programmes and Technical Units, a Business Development portfolio.
- Initiates contact with potential partners to explore business opportunities; maintains effective working relationships with key stakeholders throughout the project cycle;
- Leads capacity development efforts in support of staff in all locations with regard to Resource Mobilization partnerships

- through policy development, the production of training material and delivery of training;
- Coordinates marketing and outreach activities related to FAO's Strategic Objectives and defined priority areas;
 - Facilitates the global Resource Mobilization and ensures support is provided to Regional Initiatives teams;
 - Represents the Organization in meetings with government officials, partners and donors in order to advocate for strategic partnerships; represents TCR on organization-wide committees and working groups.

Specific Function

- Supports and provides advice to the Director, TCR, in the successful implementation of the Division's approved work plan in support of the Strategic Framework, as well as the cost-effective use of financial and human resources (staff and non-staff) based on Results Based Management principles;
- Coordinates resource mobilization and partnerships development efforts and engage with partners to support the Organization's priority programmes as defined in its Strategic Framework;
- Supports the implementation of FAO's Resource Mobilization and Management Strategy (RMMS) and resource mobilization marketing plans, in support of the Corporate Areas for Resource Mobilization (CARMS), Regional Initiatives and Country Programming Framework (CPF);
- Ensures effective linkages between the work of the Division and Decentralized Offices (DOs), with a focus on creating an enabling environment for resource mobilization to achieve the funding targets of their CPFs;
- Identifies, analyses and makes recommendations regarding business opportunities to enhance support to member countries in the areas of work of the Division;
- Enables a motivated and effective work force by ensuring the recruitment of highly qualified staff, mentoring and coaching.

CANDIDATES WILL BE ASSESSED AGAINST THE FOLLOWING

Minimum Requirements

- Advanced university degree in social science, international development, development economics, international law, business administration, agriculture, agricultural economics, or another field relevant to the work of the Organization;
- Ten years of relevant experience in international development, donor aid programmes, fundraising, grant negotiations and management, and development cooperation, including relevant field experience in bilateral or multilateral cooperation;
- Working knowledge of English, French or Spanish and limited knowledge of one of the other two or Arabic, Chinese, Russian.

Competencies

- Results Focus
- Leading, engaging and empowering
- Communication
- Building Effective Relationships
- Knowledge Sharing and Continuous Improvement
- Strategic thinking

Technical/Functional Skills

- Extent and relevance of experience in developing countries and/or in the humanitarian context
- Extent and relevance of experience in developing business opportunities in the context of development cooperation
- Demonstrated skills and experience in coordinating development partners
- Extent and relevance of experience in Resource Mobilization
- Demonstrated capacity to develop vision, strategies, and to prepare and coordinate programmes
- Work experience in more than one location or area of work, particularly in field positions is essential
- Ability to manage complex business processes and coordinate large teams
- Previous experience in the United Nations is an asset

Please note that all candidates should adhere to *FAO Values of Commitment to FAO, Respect for All and Integrity and Transparency*.

ADDITIONAL INFORMATION

- All candidates should possess computer/word processing skills
- Your application will be screened based on the information provided in your iRecruitment online profile (see "*How to Apply*"). We strongly recommend that you ensure that the information is accurate and complete including employment record, academic qualifications and language skills
- Please note that FAO will only consider academic credentials or degrees obtained from an educational institution recognised in the IAU/UNESCO list
- Candidates endorsed in the selection process for this vacancy announcement will be considered for the FAO Professional Employment Roster for a period of two years. The Roster is used to fill other similar positions at the same or lower grade, and in the same or another duty station
- Candidates may be requested to provide performance assessments

REMUNERATION

A competitive compensation and benefits package is offered. For information on UN salaries, allowances and benefits, click on the following link: http://www.un.org/Depts/OHRM/salaries_allowances/salary.htm

HOW TO APPLY

To apply, visit the iRecruitment website at <http://www.fao.org/employment/irecruitment-access/en/> and complete your online profile. Only applications received through iRecruitment will be considered.

Candidates are requested to attach a letter of motivation to the online profile.

Vacancies will be removed from iRecruitment at 23:59 Central European Time (CET) on the deadline for applications date. We encourage applicants to submit the application well before the deadline date.

If you need help, or have queries, please contact: iRecruitment@fao.org

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