

Advocacy and Donor Engagement Manager - Africa	
Location	Amsterdam or Cambridge
Reports to	Head of International Relations
Hours	Full time
Contract	This is a fixed term role. If the role is offered in our Netherlands office, it will be offered as a 1-year definite contract subject to renewal. The duration of the employment is limited to the duration of the AfricaConnect3 project which ends November 2023.

Purpose and Context

Reporting to the Head of International Relations the Advocacy and Donor Engagement Officer is part of the International Relations Team (IR Team) of six people at GÉANT.

The Advocacy and Donor Engagement Officer will be recruited to work in close collaboration with our three AfricaConnect3 regional partners:

- UbuntuNet Alliance in Eastern and Southern Africa;
- WACREN in West and Central Africa; and
- ASREN in North Africa.

Co-funded by the European Commission's Directorate-General for International Partnerships (DG INTPA), AfricaConnect3 is a four-year project that started in November 2019 with a total budget of 37.5 million euro, and builds on the predecessor project AfricaConnect2 (www.africaconnect2.net). AfricaConnect3 further unlocks the potential of education and research in Africa by improving access to digital infrastructures and technologies.

You will act as an advocate for the African Regional Research and Education Networks (RRENs) and National Research and Education Networks (NRENs). Working closely with the AfricaConnect3 project team, you will represent the views of RREN and NREN end users and the digital interests of African researchers and universities to relevant stakeholders in Africa and Europe. Additionally you will play a key role in the IR Team's donor engagement activities by identifying and developing potential funding opportunities for the African RRENs.

Role Accountabilities

The Advocacy and Donor Engagement Officer will collaborate with the International Relations Project Managers to implement the following:

Advocacy

- Enable the voice of African RRENs and NRENs to be heard and the digital interests of African policy makers, researchers and universities to be articulated and defended in relevant fora.
- Develop and implement a pan-African advocacy plan for RRENs for engagement with relevant stakeholders (EC & AUC, national governments, EU delegations, R&E institutions, etc.) with a view to strengthening the sustainability of NRENs and RRENs.
- Support the three African RRENs and the African NRENs by developing standardised advocacy tools, and in collaboration with AfricaConnect3 communications staff, develop key messages and advocacy materials and provide hands-on advocacy support for each African region.
- Upon request develop advocacy workshops.
- Collate information on policy regulatory and/or tariff issues arising in the procurement of connectivity and cloud services in AfricaConnect3, as well as intelligence on aspects that may impact on the sustainability of NRENs and RRENs in Africa, and report to the AC3 Consultation meetings (Regional Partners, DG DEVCO, African Union and other international stakeholders).
- In agreement with partners, engage with international and European stakeholders to implement targeted advocacy missions.

Donor Engagement

- Implement and further develop the existing pan-African donor engagement plan, including a donor register.
- Act as a facilitator and ensure donor engagement plans and activities are consistent across all African regions and that best practices and experience are shared.
- Identify and act on new opportunities, including grant applications, to secure and put into use external funding for the NREN ecosystem in Africa.
- Liaise with NRENs in order to assess their links with national development aid agencies and look into European funding opportunities in line with our European members' strategies.
- Engage strategically with established and new multilateral donors, international foundations and charities.

Other

- Monitor and report advocacy and donor engagement activities.
- Other duties as may reasonably be required.

Experience, Knowledge and Skills

Essential:

- Proven experience of working in an advocacy / donor engagement role that has been gained in a professional environment involving government bodies, research institutes, educational bodies, the European Commission and not-for-profits or other private/public partnerships ideally working in an African context.
- Evidence of identifying and acting on new fundraising opportunities, with a proven track record of having made successful applications for large-scale grants and other funding opportunities.
- Ability to ensure grants and other funds secured are applied in accordance with donor conditions, as well as in harmony with other funding sources, bringing demonstrable benefits to the African NREN community.
- Significant demonstrable experience of business development work with multiple international donors (EC – DG DEVCO, World Bank, AFD, SDC, SIDA, national governments, foundations, or similar).
- Diplomacy and excellent understanding of the various political contexts in Africa and experience of advocacy or campaigning in a multi-stakeholder environment (African Union, World Bank, UEMOA, the African Regional Economic Communities, African Investment Bank, League of Arab States, etc.).
- Proven experience of managing, advising and influencing stakeholders at all levels, including policy-makers and senior officers and executives in African stakeholder organisations.
- Substantial and successful experience in supporting advocacy activities of partner organisations in Africa.
- Educated to at least degree level in business/economics/social sciences or international relations/public affairs or similar.
- An ability to speak and write fluently in English in a complicated business environment.

Preferred:

- Knowledge of the GÉANT community and other international networking initiatives.
- Advanced knowledge and understanding of Digital Transformation and telecommunication in Africa.
- Experience of working in a European project environment and on EU-funded projects.
- Experience of facilitating workshops and providing advocacy training.
- An understanding and passion for the research, education and not-for-profit sectors.
- French or other language skills (at least one further European language spoken fluently).
- Experience of preparing analysis, reports and presentations for boards, senior executives, directors or government officials.
- Experience of working in a technical environment and understanding of networking, network security, trust and identify and cloud services.

Business Travel

Regular business travel will be required in this role (approximately 6-8 trips per year). Travel will mainly be within Europe and Africa.

It is usual that many trips can be scheduled in advance to be harmonious with any agreed working pattern. with a limited number requiring flexibility. During the COVID-19 pandemic no GÉANT employee is expected to travel in their role with videoconferencing being used as an alternative.

Core Competencies and Management Competencies

The core competencies set out below apply to all GÉANT employees.

<p>PROBLEM SOLVING AND DECISION MAKING: The ability to work with information of different kinds and draw on different types of thinking processes in order to carry out tasks and activities. respond appropriately to issues. develop solutions to problems and make appropriate decisions.</p>
<p>CUSTOMER FOCUS: The desire to meet the needs of internal and external customers; focusing efforts on discovering and satisfying their needs.</p>
<p>SELF MOTIVATION AND COMMITMENT TO RESULTS: The willingness to take responsibility for your own area of work (within a team) and the drive and tenacity to overcome difficulties and see things through to successful completion. on time.</p>
<p>INNOVATION AND IMPROVEMENT: Noticing and seeking out where there are problems or opportunities; proposing creative new ideas and showing the initiative to take action when appropriate.</p>
<p>TEAMWORK: Working cooperatively and effectively with others as part of an immediate team and across the organisation and wider community. to achieve shared goals.</p>
<p>COMMUNICATION AND INFLUENCE: The ability to convey information effectively. getting people to go along with you. but also to understand things from others' perspectives and resolve conflicting viewpoints.</p>
<p>FLEXIBILITY: Maintaining effectiveness in different situations; the willingness and ability to learn. adapt and change in the light of changing circumstances.</p>
<p>PLANNING AND ORGANISING: Identifying what needs to be done to achieve objectives and establishing plans and organising resources to ensure effective outcomes (where appropriate in accordance with GÉANT project/product management frameworks).</p>