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**JOB DESCRIPTION**

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| **Job Title:** | Head of Programmes and Business Development Coordinator  |
| **Company:** | Self Help Africa / United Purpose |
| **Location:**  | Kampala |
| **Contract type:**  | Fixed Term  |
| **Hours:** | 40 |
| **Reports to:** | **Country Director** |
| **Organisation overview:** | **About Self Help Africa & United Purpose** In late 2021 Self Help Africa (SHA) and United Purpose (UP) merged. The two organisations – one headquartered in Ireland and the other in Wales – implement projects to end extreme hunger and poverty.This merger doubled our size and reach – and means that in 2022 we are implementing poverty eradication projects in 17 countries, mainly in sub-Saharan Africa. Collectively, we are also part of a group that includes social enterprise subsidiaries Partner Africa, TruTrade and Cumo Microfinance. In 2022 our work will reach more than six million people and invest upwards of €45m in more than 100 development programmes designed to improve food systems, facilitate access to markets and financial services, combat climate change, gender inequality, and improve access to clean water, sanitation and hygiene. This is an exciting time to join us as we unite two like-minded and entrepreneurial organisations seeking to tackle the global challenges in progressive and innovative ways. |
| **Job Purpose:** | The Head of Programmes and Business Development Coordinator provides overall leadership and management for all SHA- Uganda programs including leading the planning, design, development, implementation, monitoring and evaluation of the country programs and ensuring that the quality of projects, implementation, donor reporting, and field level management is of the highest standards.The Head of Programmes and Business Development Coordinator supports the Country Director in pursuit of business development activities in relation to resource mobilization, partnership development and management. He/She enforces quality assurance with all projects being implemented by SHA in Uganda. The Head of Programmes and Business Development Coordinator provides line management support to all Project Managers and Program Coordinators including overall management of their performance and of all the Program staff in Uganda.The Head of Programmes and Business Development Coordinator supports the translating of SHA’s Global Vision and strategy into project implementation and ensuring project design and implementation are geared towards achieving scale and impact, attracting funding to diversify funding resources and that the project implementation processes respond to SHA’s need to strengthen global operating systems.With the support of the Country Director, the Head of Programmes and Business Development Coordinator shall steer the process for developing and growing SHA’s country portfolio to reflect a fair balance in the project portfolios that will include but are not limited to Value chain and market systems development, Climate Change, Food security, Youth and Women empowerment. |
| **Key Responsibilities** | **Responsibilities (Including approximate percentage effort)** | **Deliverables** |
| **R1: Program Management (25%)** 1. Assume overall responsibility for the management of all SHA Uganda programs and provide line management support to all Program Managers and Project Coordinators.
2. Support Project Managers and Program Coordinators (PC’s) in the management of the field resources and project budgets and ensure these are used in compliance with approved guidelines.
3. Implement annual performance management process for all Project Managers and Program Coordinators and support them to ensure this cascades to all Program staff.
 | ●Staff performance management system for all program staff implemented on a quarterly and annual basis for all programme staff ensuring the achievement of at least 80% of the set performance targets. ●Enhanced compliance and accountability in the management of project resources, achieving at least 90% compliance ●Over 80 % of the planned milestones are achieved by the projects●100% compliance with all the projects’ donor contractual obligations by all the project staff. |
| **R2: Program Planning and Budgeting (15%)**1. Support all project teams to develop annual budgets and workplans consistent with project documents and donor contracts.
2. Support teams in undertaking the necessary reviewing and updating of the workplans and budgets to respond to emerging field implementation challenges and project review processes.
3. Support the review of the SHA Uganda Country Signature program Framework.
 | ●Project workplans and budgets (annual, quarterly and monthly) developed for all approved projects every financial year and implemented in line with project documents and workplans●Periodic and timely reviews of budgets and reforecasting of all approved projects workplans undertaken and shared with the Headquarter and respective donors, ensuring alignment with the donor contracts●Bi-annual and annual review of the Uganda Country Program Framework with clear actions to address any gaps that may be observed.  |
| **R3: Budget Management and Monitoring (10%)**a. In coordination with the finance department, undertake quarterly budget monitoring and variance analysis with all Project Managers and support the projects in reviewing and tracking spending to adhere to annual budgets.b. Support Project Managers and the Country Program to plan and undertake corrective management actions arising out of budget monitoring reports.c. Approve program related requests for imprest and reconciliations in line with work plans and financial management procedures. | ●Monthly and Quarterly budget for all ongoing projects highlighting status of project spending and presenting these in the monthly operational meetings●Implementing and tracking all the proposed corrective measures to address any variances beyond +/-10%, ensuring that the spending is brought on track within the planned period ●Program request for imprests and reconciliations approved in line with workplans and financial management procedures |
|  | **R4: Program Reporting (10%)**a. Review regular quarterly, semi- and annual reports from the Program Managers and Project Coordinators and support them to comply with requirements of quality reporting and timeliness.b. Review donor reports from the Program Managers and Project Coordinators to ensure they comply with requirements in terms of quality and timelines and ensure these are of the highest standards.c. Compile quarterly Country Program Reports to provide oversight of the Country Program implementation.d. Compile the SHA Annual Board report | ●All project progress reports (quarterly, semi- and annual reports) from the Project Managers and Project Coordinators are compliant with expected quality standards and timelines●All donor reports from the Program Managers and Project Coordinators are compliant with expected quality standards. timelines and donor formats●Uganda Country Program quarterly Reports are compiled annually within the stipulated timelines●SHA Annual report compiled and submitted within the stipulated timelines |
|  | **R5: Business Development (35%)**1. Lead on the development, implementation, and update of the SHA resource mobilization and donor engagement strategy, building on the existing donor mapping and ongoing engagements
2. Set and monitor annual priorities and quarterly objectives and key objectives of SHA for resource mobilization and donor engagement, and the supporting action plan for achieving the targets
3. Advise on best practices and channels for resource mobilization for the digital development space, including but not limited to traditional donors, International Financial Institutions (IFIs), Multilateral Development Banks (MDBs), multi-partner funds, foundations, private sector, as well as other innovative financing mechanisms, etc.
4. Identify and establish mechanisms to engage with priority partners that could be relevant for SHA’s offer, including public and private sector partners at country level
5. Lead on the design and implementation of effective advocacy strategies and methods for strategic targeting of existing and prospect donor partners, in collaboration with the Country Director and the Comms teams
6. Participate and engage in targeted networking to establish connections, leading to the development, mobilization, prioritization and management of partnerships with the purpose of mobilizing resources
7. Follow Official Development Assistance (ODA) trends and processes, and cultivate contacts to promote digital development as an emerging area to commit and disburse flows
8. Ensure updated donor intelligence, including updating the existing donor mapping with their latest priorities and strategies, regular analysis of donor’s contributions, as well as proactive outreach for insights
9. Lead in program design and proposal development at country level in collaboration with the Country Director and HQ business development team
 | ●At least 2 fundraising opportunities identified and responded to annually.●Resource mobilization plans developed to enable achievement of the objectives of the Country Program signature Framework●At least 3 partnerships established every year for the purpose of program development●Effective designs and models are developed and incorporated into new projects in order to achieve the required scale and impacts●Donor mapping and database developed and updated annually●A country resource mobilization strategy developed and operationalized |
|  | **R6: Documentation and lessons learning (5%)**a.Support country projects in developing and documenting lessons learnt and experiences for dissemination and sharing to inform future project development.b. Perform any other duty as may be assigned by the Country Director. | ●At least two successful cases per year per ongoing project are documented from projects and disseminated through different platforms●Lessons learnt from projects are documented and disseminated to stakeholders before the end of each project●Successful business models documented before the end of projects for replication or scale up |
|  | **R7: Any other duties as assigned by the Supervisor** | ●This will be dependent on the specific duties assigned |
| **Qualifications/Other Requirements:** | **Minimum Requirements:*** Bachelor’s Degree in Rural Development, Project Planning and Management, Agriculture, Agribusiness and other relevant qualification
* Fifteen (15) years of relevant experience in Program management, business development and community development work.

**Preferred Requirements:*** Master’s Degree in relevant professional discipline such as Agribusiness, Economics, Development Studies.
* Four (10) years of supervisory/managerial experience.
* Thorough understanding of programming processes, systems and principles, and the ability to provide leadership and support to staff working at community level.
* Solid skill, knowledge and foundation in proposal development and of the project management cycle.
* Sound understanding of market systems development in the agriculture sector, partnership management, youth and women themes.
* Knowledge of development issues, trends, challenges and opportunities and implications to community development.
* Demonstrated knowledge of strategic planning processes.
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| **Most Critical Proficiencies:** | * Good understanding of annual work planning and budgeting and budget monitoring.
* A good understanding of monitoring and evaluation processes.
* Solid project management and reporting skills.
* Sound project and proposal development skills.
* A good understanding and sensitivity to issues associated with poverty, hunger and environment, and knowledge of the context in which non-profit organizations operate.
* Solid knowledge and experience in extension methodologies.
* Knowledge and experience in training and participatory training methodologies.
* Team leadership skills, with good abilities of addressing conflicts amongst diverse teams and constituents.
* Excellent organizational skills.
* Proficient knowledge of word processing, spreadsheets, presentation tools, electronic mail (Microsoft Office preferred) and Internet.
* Demonstrated proficiency in English and Swahili, both oral and written.
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| **Essential Job Functions and Physical Demands:** | * Preparing and presenting project reports and presentations in a well-designed and attractive format with superior attention to detail.
* Demonstrated creativity, ability to think systematically, willingness and ability to incorporate innovative solutions.
* Excellent interpersonal and communication skills with the ability to work cooperatively, tactfully and diplomatically with culturally diverse groups of people.
* Willingness and ability to assign and review the work of line managed staff and to use participatory management skills with junior and senior staff.
* Proven team leadership and supervisory skills with the ability to train and work cooperatively with a diverse staff.
* Regularly conduct stakeholder analysis to strengthen partnerships and leveraging of resources.
* Constant face-to-face, telephone and electronic communication with colleagues and the public to scale up country program visibility and publicity.
* May require constant sitting, working at a computer and focusing for extended periods of time and performing office work in the field and/or in remote conditions.
* Working with sensitive information and maintaining confidentiality.
* Ability to manage and execute multiple tasks with little supervision while meeting sometimes inflexible deadlines.
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| **Essential character traits** | * Self-motivated, result oriented, high integrity, accountable, reliable
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*All candidates offered a job with Self Help Africa/United Purpose will be expected to sign our Safeguarding Policies and Code of Conduct as an appendix to their contract of employment and agree to conduct themselves in accordance with the provisions of these documents. Specific roles may require Police/DBS/ [relevant police authority] vetting.*

**Self Help Africa/United Purpose strive to be an equal opportunities employer.**