



An Australian multi-country initiative

Terms of Reference: Regional Director Pacific Expansion Market Development Facility (MDF)

Reports to: Team Leader, MDF

DFAT ARF: D2/3

Duration: Twelve (12) months

Location: Suva, Fiji

Overview

MDF is an Australian Government funded multi-country initiative which promotes sustainable economic development, through higher incomes for women and men, in our partner countries.

We connect individuals, businesses, governments, and NGOs with each other, and with markets at home and abroad. This enhances investment and coordination and allows partnerships to flourish, strengthening inclusive economic growth. MDF is funded by the Australian Department of Foreign Affairs (DFAT). It is implemented by Palladium in partnership with Swisscontact.

MDF is currently building a Pacific regional portfolio, focusing on improving regional economic integration and on supporting the growth and competitiveness of high-value agriculture, urban industries and tourism in Tonga, Samoa, and Vanuatu.

The Regional Manager (Pacific Expansion) will play a leading role in establishing compliant operations and driving delivery of technical work in Tonga, Samoa, and Vanuatu. Supported by a small local team in each of the 3 countries and a small regional-focused technical team in Fiji, this role is a pivotal leadership role aimed at ensuring our expansion strategy achieves its objectives.

Assignment Objectives

Reporting to the MDF Team Leader, the Regional Manager (RM) will be responsible for all aspects of the portfolio performance in Tonga, Samoa, and Vanuatu. The RM is a member of the Core Leadership Team and is also the primary liaison between the country teams and Australian Government Department of Foreign Affairs and Trade (DFAT) Post.

This role will play a lead in coordinating a broader program of work within the Pacific which is driven by Australian/New Zealand Business Engagement in initiatives, as well as focus on driving MDFs portfolio objectives in these three countries.

The ideal candidate will be a highly motivated, independent thinker with a Market Systems Development (MSD) background and experience managing teams of MSD practitioners. Success in the role will require strong networks in the Pacific and market intelligence, adaptive leadership skills and a desire to take on a challenge.

Specific Responsibilities

Technical

- Establish and drive growth in an emerging portfolio of agricultural, industrial and service sectors and

interventions to generate pro-poor growth in a sustainable, effective, and efficient manner.

- Work together with MDF counterparts to connect with MDF's Australian business engagement work and leverage opportunities for an emerging portfolio of interventions in the Pacific.
- Lead and mentor the Pacific and Fiji Regional teams to implement the MSD approach and Donor Committee for Enterprise Development (DCED) guidelines for results measurement
- Increase capacity of the country teams to undertake market systems analysis; to identify constraints and opportunities to unlock pro-poor growth; and to negotiate high quality 'deals' with private sector partners to meet the Facility's development objectives in the Pacific.
- Ensure that partnership selection and MDF Intervention Agreements are in line with the relevant Australian Commonwealth policies and procedures
- Ensure that the Facility's results measurement system is fully utilised by the country teams as a decision-making tool
- Ensure the effective integration of cross-cutting themes such as gender, disability and environmentally and socially responsible business in the emerging portfolio
- Contribute actively to cross-country learning and knowledge sharing
- Contribute to MDF Annual Strategic Plans, implementation reports, and other reports as required

Operational

- With the support of the Central Operations Team, start-up and manage the logistical activities of a team of geographically dispersed employees and consultants.
- Lead the effective set-up of security, recruitment, procurement, financial management and budgeting, compliance with local laws, in line with Palladium and/or DFAT policies and procedures.
- Ensure that operational activities are undertaken in a cost-effective manner, making best use of Facility resources.

Representation

- Serve as a representative of the Market Development Facility in the Pacific and maintain relations with DFAT Post and relevant development partners and programs.

Candidate Requirements

- Experience leading teams to undertake economic, market, political and other analysis, and use strategies to translate the findings into MSD interventions, especially in shallow or thin markets
- Proven ability to recruit, coach, mentor and lead a team of high performing national staff, and significant experience in program administration
- Willingness to travel throughout the Pacific and internationally on a semi-regular basis.
- Experience working in similar positions in Pacific islands.
- Demonstrated capacity to constructively engage with the private and public sector, development partners, other development programs, and other similar stakeholders
- Post graduate qualifications in development economics, business, or other relevant fields