

Canadian Physicians for Aid and Relief (CPAR) Business Development Consultant - Tanzania

Founded in 1984 in response to the famine in Ethiopia, Canadian Physicians for Aid and Relief (CPAR) is a non-profit organization working in partnership with vulnerable communities and diverse organizations to overcome poverty and build healthy communities in Africa. Through our programming, CPAR supports community efforts to address the determinants of health by:

- Increasing access to nutritious food and clean water
- Improving hygiene and sanitation practices
- Promoting Primary Health Care services
- Developing sustainable livelihoods

Summary of consultancy

CPAR Tanzania seeks a short-term consultant with a proven track record of establishing connections with institutional and other donors in Tanzania. The successful candidate understands how to lay the foundations for long-term productive relationships with donors and how to develop programming in partnership with donors. The consultant will be required to quickly establish a network of contacts in Tanzania among the community of NGOs, UN and related agencies, and existing donors in country in effort to explore possible partnership opportunities.

The consultant will need to familiarize him/herself with CPAR's global programming which has health interventions at its core and includes food security, nutrition, livelihoods and WASH activities.

The consultant will be required to identify specific opportunities for programming and to get a series of concept note ideas and discussions with prospective donors started in consultation with the CPAR Tanzania Country Manager and the Canada-based Director of Programs and Project Development. The consultant will also need to establish relationships with relevant government officials to explore their interests in partnership and to understand their priorities.

The consultancy will conclude with a report submitted to CPAR which would include a summary of anticipated public calls for proposals (identified through intelligence gathering); a summary prospective institutional donors and their programmatic areas of interest; possible sub-grant opportunities; prospective implementing partners (NGOs, CBOs, groups, associations, institutions, etc.); areas of recommended programming; priority locations and target beneficiaries for programming; and recommended strategies and next steps.

Qualifications

- Degree in international development, public health or related field
- 7 to 10 years of experience implementing programs in the East African context (experience in Tanzania preferred)
- 5 to 7 years of experience with lead responsibility for donor engagement
- Extensive track record in identifying funding opportunities, preparing concept notes, developing proposals and negotiating grant agreements (focus on health and food security related programming and preferred)
- Experience with programs addressing issues of gender equality, GBV, HIV/AIDS, MNCH, and SRH preferred
- Demonstrated capacity in establishing and maintaining strong working and representational relationships with international and local NGOs, donors, government officials, community organizations, and/or other stakeholders in international development
- Excellent oral and written communication skills
- Strong computer skills: Word, Excel, Outlook, PowerPoint

How to Apply: To apply for this role please forward a CV and cover letter outlining your skills and experience by May 28, 2017 to careers@cpar.ca. Please send your application letter and CV as one

document and reference "Business Development Consultant - Tanzania" in the subject heading. Please include your proposed fee covering the 6-week period.

CPAR welcomes proposals from candidates of all nationalities.