



International Organization for Migration (IOM)
The UN Migration Agency

Open to Internal and External Candidates

Position Title : **Senior Private Sector Engagement Officer - UK**
Duty Station : **London, UK**
Classification : **GBP 90,000 per annum (net but employee pays Primary NI)**

Closing Date : **06th of March 2024**

Established in 1951, IOM is a Related Organization of the United Nations, and as the leading UN agency in the field of migration, works closely with governmental, intergovernmental and non-governmental partners. IOM is dedicated to promoting humane and orderly migration for the benefit of all. It does so by providing services and advice to governments and migrants.

IOM is committed to a diverse and inclusive environment. Internal and external candidates are eligible to apply to this vacancy. For the purpose of the vacancy, internal candidates are considered as first-tier candidates.

Context:

IOM works with private sector actors on a broad range of IOM activities, including humanitarian assistance, health, labour migration and counter-trafficking. IOM's interaction with the private sector is multifaceted; the Organization has received technological, financial, human resources and other support from the private sector to save and improve the lives of those that are most affected by conflicts or natural disasters, or those suffering from lack of opportunity. In addition, IOM partners with companies and foundations to help enhance its operational and strategic performance as well as to gather data and advocate regarding migration issues.

Private Sector Partnerships Unit:

The Private Sector Partnerships Unit (PSP) sits within the Donor Relations Division under the Department of External Relations. The objective of the Private Sector Partnerships Unit is to provide the Headquarters, Regional and Country Offices with assistance and expertise relating to initiating, establishing and maintaining partnerships with the private sector for income, innovation and impact. The Private Sector Partnerships Unit is responsible for the development and implementation of IOM's Private Sector Strategy which seeks to enhance how IOM works with the private sector to support safe, orderly and regular migration. The Private Sector Partnerships Unit raises funds, establishes and coordinates IOM's due diligence process, builds staff capacity in private sector partnership-building and oversees the Goodwill Ambassador Programme.

Under the direct supervision of the UK Chief of Mission and under the guidance of the Private Sector Partnerships Unit, the Senior Private Sector Engagement Officer – UK will develop partnerships with private sector stakeholders to raise funds, foster change in corporate values and practices; enhance protection of migrants' rights; generate innovative technical partnerships that capitalize upon business expertise and capabilities and grow flexible funding that can support programme implementation and impact globally and advance implementation of the Global Compact for Migration. S/he will be responsible for leading private sector engagement in the UK and support private sector engagement opportunities in Europe.

Core Functions / Responsibilities:

- Implement the roll-out and implementation of the Private Sector Strategy 2023-2027 in the UK with targeted outreach and stewardship to private sector stakeholders in UK.
- Develop and implement an outreach plan for private sector engagement in the UK.
- Undertake mapping of new private sector prospects and identify existing partnerships and engagement opportunities for scale up in the UK.
- Lead on the development of a Private Sector Plan for the UK with the aim of fundraising for global IOM operations and broad-ranging partnerships.
- Develop and maintain a UK donor database producing ongoing analysis and monitoring fundraising campaign results.
- Strengthen and scale up relationships with private sector stakeholders in the UK.
- Coordinate and support private sector engagement across institutional priorities (Climate change and Regular Pathways) and key thematic areas of engagement in the UK and Europe. Enhance the stewardship of private sector stakeholders in the UK in coordination with HQ.
- In coordination with relevant organizational units and programmes, develop and implement initiatives that deliver IOM thematic expertise to the business community in the UK through tools, training, and guidance (for example on due diligence, access to remedy, employer pays principle, migrant voice/empowerment, inclusive and representative policies etc.).
- In coordination with thematic teams, build, document and share best practices throughout PSP by thematic/priority area to further inform impact.
- In coordination with thematic teams, lead activity to present calls to action for IOM's key advocacy messages to the business community.
- Monitor and report progresses made against KPIs for partner pipeline in UK.
- Work with the PSP as appropriate, to compile and draft reports to private sector partners.

- Advise IOM missions globally on UK private sector fundraising trends, UK national laws and fundraising trends, licensing, data protection and privacy.
- Support private sector engagement efforts in Europe by liaising with private sector focal points in Europe to enhance regional private sector engagement and support coordination with HQ.
- Perform other duties as may be assigned.

Required Qualifications and Experience

Education

- Bachelor's Degree in Business Management, Political Science, Human Rights, International Relations, Marketing or related degree with nine years of professional experience;
- Master's degree in the above with seven years of relevant professional experience

Experience

- At least five years of experience in private sector partnership and income building with proven success in mobilizing financial resources from corporations and philanthropic foundations;
- Excellent understanding of private sector priorities and gained experience in developing partnerships and fundraising with the private sector;
- Experience in handling Corporate Social Responsibility programs and corporate recognition programs;
- Significant experience in exploring new private sector opportunities and providing inputs to design and develop solutions with prospective partners for income and impact;
- Experience building long-term partner relationships and understanding of the value of expanding relationships across geographies and comfortable engaging with multiple sectors; and,
- Experienced in working cross-functionally and obtaining relevant content and information from different units to build innovative partnerships with private sector.

Skills

- Experienced fundraiser with an in-depth understanding of private sector partnerships, philanthropy and UN agencies;
- Strong influencing skills and confidence to engage with high-level stakeholders;
- Proven and successful multi-year track record in private sector partnerships and fundraising with strong ability to meet fundraising targets and to negotiate and secure high value partnerships with corporates and foundations;

- Strong ability to reconcile the needs of the Organization with those of the partner;
- Ability to write, draft, and edit, reports, acknowledgements, briefings, and donor correspondence when letters, proposals, grants, appeals and ability to explain complex issues to external donors and present the Organization and diverse operations in an appealing and concise manner; and,
- Ability to develop Unique Value Proposition for private sector partners.

Languages

- Fluency in English is required.

Required Competencies

Values

- Inclusion and respect for diversity: respects and promotes individual and cultural differences; encourages diversity and inclusion wherever possible.
- Integrity and transparency: maintain high ethical standards and acts in a manner consistent with organizational principles/rules and standards of conduct.
- Professionalism: demonstrates ability to work in a composed, competent and committed manner and exercises careful judgment in meeting day-to-day challenges.

Core Competencies – behavioural indicators level 1

- Teamwork: develops and promotes effective collaboration within and across units to achieve shared goals and optimize results.
- Delivering results: produces and delivers quality results in a service-oriented and timely manner; is action oriented and committed to achieving agreed outcomes.
- Managing and sharing knowledge: continuously seeks to learn, share knowledge and innovate.
- Accountability: takes ownership for achieving the Organization's priorities and assumes responsibility for own action and delegated work.
- Communication: encourages and contributes to clear and open communication; explains complex matters in an informative, inspiring and motivational way.

Other

Any offer made to the candidate in relation to this vacancy notice is subject to funding confirmation.

Appointment will be subject to certification that the candidate is medically fit for appointment and verification of residency, visa and authorizations by the concerned Government, where applicable.

Only candidates residing in either the country of the duty station or from a location in a neighbouring country that is within commuting distance of the duty station will be considered. In all cases, a prerequisite for taking up the position is legal residency in the country of the duty station, or in the neighbouring country located within commuting distance, and work permit, as applicable.

How to apply:

Please submit the completed [personal history form](#) with a cover letter not more than one page specifying the motivation for application to LondonHumanResources@iom.int. Please note that the post is subject to local recruitment. Only persons holding a valid residence or work permit will be eligible for consideration. Please quote reference no. "SST UG Senior Private Sector Engagement Officer + SURNAME" in the subject of your application email.

Please note that only short-listed candidates will be contacted.

Deadline for application: 06th of March 2024