



UNITED NATIONS INDUSTRIAL DEVELOPMENT ORGANIZATION

TERMS OF REFERENCE FOR PERSONNEL UNDER INDIVIDUAL SERVICE AGREEMENT (ISA)

Title	National Advisor for Investment and Technology Promotion
Main Duty Station and Location	Delegation of German Industry and Commerce in Nigeria (AHK Nigeria), Victoria Island, Lagos with potential travels to different locations including neighboring countries, Germany, etc. which will be financed separately from project travel funds
Mission/s to	Financed separately from project budget if required
Start of Contract (EOD)	asap
End of Contract (COB)	31 December 2021
Number of Working Days:	full time
Project ID	190288

ORGANIZATIONAL CONTEXT

UNIDO is the specialized agency of the United Nations that promotes industrial development for poverty reduction, inclusive globalization and environmental sustainability. The mission of the United Nations Industrial Development Organization (UNIDO), as described in the Lima Declaration adopted at the fifteenth session of the UNIDO General Conference in 2013, is to promote and accelerate inclusive and sustainable industrial development (ISID) in Member States. The relevance of ISID as an integrated approach to all three pillars of sustainable development is recognized by the 2030 Agenda for Sustainable Development and the related Sustainable Development Goals (SDGs), which will frame United Nations and country efforts towards sustainable development in the next fifteen years. UNIDO's mandate is fully recognized in SDG-9, which calls to "Build resilient infrastructure, promote inclusive and sustainable industrialization and foster innovation". The relevance of ISID, however, applies in greater or lesser extent to all SDGs. Accordingly, the Organization's programmatic focus is structured in four strategic priorities: Creating shared prosperity; Advancing economic competitiveness; Safeguarding the environment; and Strengthening knowledge and institutions.

Each of these programmatic fields of activity contains a number of individual programmes, which are implemented in a holistic manner to achieve effective outcomes and impacts through UNIDO's four enabling functions: (i) technical cooperation; (ii) analytical and research functions and policy advisory services; (iii) normative functions and standards and quality-related activities; and (iv) convening and partnerships for knowledge transfer, networking and industrial cooperation. Such core functions are carried out in Departments/Offices in its Headquarters, Regional Offices and Hubs and Country Offices.

Within the Technical Cooperation services, the Investment and Technology Promotion Division in the Department of Digitalization, Technology and Innovation is responsible for

overseeing UNIDO's Investment and Technology Promotion Network (ITP Network) with its nine Investment and Technology Promotion Offices (ITPOs) including ITPO Germany. The ITPOs offer value-added services throughout the entire investment promotion cycle from identification of partners to ensuring the viability of projects. The ITPOs further complement UNIDO's capacity building activities by mobilizing financial and technological resources to scale up development impact.

The UNIDO ITP Network primarily assists developing countries and countries with economies in transition in their industrialization efforts through promotion of foreign investment and transfer of technology. ITPOs promote inward and outward flow of investment and technology and offer value-added services throughout the entire investment promotion cycle from the identification of partners to ensuring the viability of projects. They complement UNIDO's capacity-building activities by mobilizing financial and technological resources to scale up development impact.

PROJECT CONTEXT

The main purpose of the project is to contribute to the inclusive and sustainable industrial development of developing countries/countries with economies in transition through the mobilization of knowhow, expertise, technology and capital from Germany for the implementation of industrial investment and technology partnerships for the benefit of these countries. ITPO Germany provides a platform for identifying, promoting and connecting investors, technology providers and financiers for the implementation of concrete investment projects in developing countries/ countries with economies in transition. The German private sector will be encouraged to engage and roll out technological solutions for climate mitigation and adaptation and industrial development in developing countries. The selection of projects, technologies and companies will aim to maximize the economic, social and environment impact, with special focus on innovative and climate-friendly solutions for the rural development and industrial upgrading and modernization in developing countries.

Many developing countries and economies in transition, however, face major difficulties when trying to promote investment and technology transfer from countries like Germany due to language barriers, geographical distance and technological gaps. The barriers could be overcome with the Advisory Programme.

The Advisory Programme aims at addressing these challenges through the provision of support and advisory services to German enterprises and to the business community in developing countries to facilitate their investment promotional efforts, technology absorption and opportunities for international industrial cooperation. The advisor will act as a gateway to investment and technology cooperation opportunities and related products and services between the recipient countries and Germany.

The advisor will target and support German enterprises and local enterprises, business/industrial associations and investment promotion agencies to identify opportunities and proposals for investment and technology transfer projects. The advisors will liaise with UNIDO ITPO Germany to disseminate and market the identified investment and technology transfer opportunities among the business community in Germany, establishing contact and managing communication with interested partners and technology providers. The advisors will provide German enterprises updated information on investment climate, administrative

procedures, industry-specific information, infrastructure costs, and legal framework in recipient countries. The advisors will also facilitate the visit of delegations of German enterprises to recipient countries by providing logistic, match-making support and organizing factory visits. For the purpose of matching mutual business needs, the advisors will assist and guide the potential partners of industrial ventures and technology transfer throughout the project cycle – identification, appraisal and implementation.

Through being hosted at AHK Nigeria, the ITPO Germany advisor will interact directly with the AHK Nigeria Team for exchange of market information as well as for planning and implementing of joint or complementary activities.

Under the supervision of UNIDO ITPO Germany, the incumbent shall be responsible for the following duties/assignments as below.

MAIN FUNCTIONS

The incumbent shall be in charge of the following duties and assignments:

1. Identify investment and technology transfer opportunities in Nigeria;
2. Hold regular meetings/seminars/forums with local IPA and German stakeholders residing in Nigeria including the Embassy of the Republic of Germany and the Global Business Network Representative to exchange updated investment, trade, and technology related information, establishing contact and continuously managing communication with them.
3. Provide consultancy services for German enterprises, based on thorough research on investment/trade climate, administrative procedures, legal framework, and any other relevant information of Nigerian business environment in collaboration with ITPO Germany.
4. Facilitate visits of German enterprises by preparing business meetings, factory visits, logistics, and other match-making supports and support for business matching
5. Compile of sector profiles with the support of IPA.
6. Foster the contacts and cooperation with selected States of Nigeria and their investment promotion and economic development institutions.
7. Organize delegation programmes to Germany for the purpose of investment, trade, and technology promotion, e.g. at major German trade fairs.
8. Continuously follow-up the business performance throughout the project cycle – identification, appraisal and implementation.
9. Regularly hold consultations with colleagues from ITPO Nigeria to explore synergetic collaboration.
10. Perform other related activities entrusted by UNIDO, for the attainment of the project objectives.

MINIMUM ORGANIZATIONAL REQUIREMENTS

Education: University – Advanced University’s degree or equivalent, in business, international trade or other relevant discipline.

Technical and Functional Experience:

- A minimum of five years of working experience in the field of foreign investment, trade, and/or technology promotion activities
- Sufficient business network and knowledge of the country and of the neighbouring countries
- Proven skills in identifying and resolving problems autonomously and in managing projects with high responsibility
- Very good oral and written communication skills in English, including strong interpersonal skills
- Proven ability to work harmoniously in a team and ability to work in multi-cultural environment with sensitivity and respect for diversity
- Knowledge and/or experience on German business culture and practices

Languages: Fluency in written and spoken English is required. Working knowledge of the German language is desirable.

REQUIRED COMPETENCIES***Core values:***

1. Integrity
2. Professionalism
3. Respect for diversity

Core competencies:

1. Results orientation and accountability
2. Planning and organizing
3. Communication and trust
4. Team orientation
5. Client orientation
6. Organizational development and innovation

Managerial competencies (as applicable):

1. Strategy and direction
2. Managing people and performance
3. Judgement and decision making
4. Conflict resolution

APPLICATIONS

Please send your CV and Motivation Letter to UNIDO Investment and Technology Promotion Office (Germany): itpo.germany@unido.org, by **28 April 2021 COB**.

Please state “**Nigeria - Advisory Programme**” in the subject line of your e-mail application.

Please note that only successful candidates will be contacted for interviews.