

## **Terms of Reference**

### **Senior Stakeholder Manager, Madhya Pradesh Landscape Initiative**

#### **1. INTRODUCTION**

IDH Sustainable Trade Initiative (“IDH”) accelerates and up-scales sustainable trade by building impact-oriented coalitions of front running companies, civil society, governments, knowledge institutions and other stakeholders in several commodity sectors. We convene the interests, strengths and knowledge of public and private partners in sustainability commodity programs that aim to mainstream international and domestic commodity markets. We jointly formulate strategic intervention plans with public and private partners, and we co-invest with partners in activities that generate public goods, in order to benefit people, planet and profit.

The Landscapes program is one such program of IDH. In close cooperation with local and global network of partners, IDH aims to: convene public-private partners (PPP) in multi-stakeholder governance structures; facilitate discussions about possible interventions in a given landscape, recognizing costs and benefits of different scenarios for stakeholders; co-fund interventions to sustainably manage landscapes and share best practices and learnings with a global network of experts & knowledge partners. The program operates under the following fundamentals: An integrated and cross-sector perspective tailored to the local landscape and local needs; Engagement of all relevant stakeholders; explicitly including the private sector perspective sourcing from the area and long-term commitment towards sustainable development of the landscape.

The Madhya Pradesh Landscape Initiative (MPLI) aims to improve the incomes of smallholder cotton farmers, at scale. Our initiative is essential to extend the existing farm-based/ project-based engagements into an overall landscape program that looks at smallholder livelihoods within a jurisdiction beyond just the cotton crop, by addressing other issues such as diversifying incomes and sources of finance, improving access to markets and leveraging the involvement of other sectors to build a common agenda that deliver on social and economic, but also environmental challenges (such as managing water as a resource and soil health) that have long term impacts on the economic opportunity potential for smallholders and the local supply chains. Technical solutions alone are insufficient and a multifaceted approach involving many actors over a long period of time is needed to build a common understanding and approach to the social, environmental, and economic challenges. We do this by working on governance, in the field, but also on the market side, to increase production and uptake of sustainably produced crops and commodities. Our work will include convening stakeholders to achieve shared governance of targets to drive public and private policy innovations; developing clear market incentives; and linking the supply chain to the sourcing areas.

#### **2. JOB DESCRIPTION: Senior Stakeholder Manager, Madhya Pradesh Landscape**

The Senior Stakeholder Manager will be responsible for:

- In consultation with IDH, building relationships with identified key sectors and stakeholders (government, private sector, CSOs, technical experts) relevant to the Madhya Pradesh landscape and lead the multi-stakeholder process in developing an effective program governance and partnerships for joint interventions
- Establishing and strengthening the development, management and activities of the multi-stakeholder coalition (Public Private Platform) of MPLI to develop and deliver a joint vision and implementation strategy for policy and business practice reform

particularly focusing on improved landscape restoration, livelihoods improvement and water governance.

- Identify and engage key private sector partners/buyers, and their supply chain partners in designing of the strategic landscape vision but also co-designing and co-investing in a pilot program.
- Supported by the global and regional landscapes team, develop an action plan for the Public Private Platform under the initiative, including concrete activities on the ground as well as action towards an innovative public private governance mechanism for policy and business practice reform.
- Aligning MPLI to the state's key policy priorities including the Madhya Pradesh Vision to Delivery Roadmap 2020-2025, including establishing relations, buy-in and high-level endorsement for the program with key state/district departments relevant to MPLI.
- Provide advice on sustainable and cost-effective program interventions particularly for improving landscape restoration, livelihoods improvement and water resources management, to the MPLI team and the stakeholders' coalition

### Key deliverables

The Senior stakeholder manager is expected to deliver the following

- In-depth understanding of the key state policies, plans and indicate how MPLI aligns within the priorities and approaches
- Building a high impact to engage landscape stakeholders' coalition at bi-annual meetings as well as in bilateral engagements in order to strengthen its commitment for sustainable joint actions & long-term vision for MPLI
- Build and continually maintain a stakeholder engagement plan that maps existing program stakeholders and potential new ones in terms of influence/power, business case and capacity to engage with MPLI until 2025 & beyond.
- Identify clear win-win situations for existing and new private and public partners to continue thinking together and investing a matching fund put forward by MPLI for joint interventions during the program period
- Provide inputs and find alignment with innovative long-term sustainable fund-raising/ financing strategies for the management of the MPLI landscape beyond 2025

The Senior Stakeholder Manager will work closely with the IDH Landscapes team to ensure successful program development and implementation. The post will require travel to the program landscape at least once- a month and weekly follow up of progress updates. To this effect the senior stakeholder manager shall make his/her first visit the landscape to familiarize him/herself with the program progress on the ground within at least 2 weeks after the signing of contract for the post.

#### Summary Key Responsibilities

##### With regards to stakeholder management:

- Responsible for developing relations, convening and facilitating discussions with state and local authorities with high level participating and non-participating actors, program partners
- Responsible for establishing and strengthening the stakeholders’ coalition in MPLI
- Create awareness and drive the adoption of more sustainable practices in the relevant sectors.
- Facilitate institutionalization of sector wide cooperation by convening key stakeholders.

##### With regards to communication:

- Inspiring confidence and trust from local and national government authorities.
- Articulate self with credibility and conviction, encouraging buy-in to corporate position.
- Represent the project’s vision captivatingly in public arena.
- Provide insight and advice for developing the communication strategy.

#### Requirements

- Extensive experience (20+ years) of sustainable development, policy development at a strategic level, within a local authority, government department or agency and/or multifunctional organization.
- Experience in developing joint agendas with different stakeholders (e.g. Government, Private Companies, NGOs, knowledge institutes etc.) and in implementing multi-stakeholder programs.
- Well-developed analytical and problem-solving skills and ability to develop creative solutions to complex environments, political and socio-economic issues and the wider sustainability agenda.
- Strong knowledge of Madhya Pradesh, with understanding of potential sustainable land and water use issues as well as social indicators
- Holding at least a Masters degree, preferably in business, agriculture, NRM, or related fields
- Fluency in spoken and written English & Hindi

#### Key Competencies

- Excellent facilitation and negotiation skills.
- Proactive, entrepreneurial and neutral convener
- Building and Managing Relationships

### 3. SELECTION PROCEDURE

The procedure and timeline will be as follows:

Process	Timeline
Applications open	25 Aug 2020
Deadline for submission of application package*	5 Sept 2020
Interviews	5 Sep – 15 Sept 2020
Selection of candidate	25 Sept 2020

\* applications submitted after the deadline may not be considered unless there is an extension of timelines

### Terms and Conditions

IDH offers candidates a 6-month part-time, 2 days a week consultancy contract as a start, but with the possibility to extend. IDH offers a competitive fee.

Location of assignment: Madhya Pradesh/ flexible based on travel

Method of Application: E-mail

Salary and benefits: Competitive remuneration based on skillset and experience

Mode of recruitment: Consultant/ independent contractor

Candidates should be Indian nationals or have permission to work in India.

We are committed to creating a diverse environment. All qualified applicants will be considered on the basis of merit without regard to race, colour, religion, gender, sexual orientation, age, disability or any other characteristic protected by applicable law.

For more information about IDH, please visit [www.idhsustainabletrade.com](http://www.idhsustainabletrade.com)

## **4. HOW TO APPLY:**

Please submit your resume in the email in contact information and provide the following:

- Statement of relevant experience, including examples from prior work for managing multi-stakeholder initiative and project.
- A cover letter highlighting your suitability for the role – drawing a direct link to your experience and the requirements/ deliverables for MPLI
- 3 professional references (name, current organization and designation, email, phone, professional relationship)

## **5. CONTACT INFORMATION**

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