SNV NETHERLANDS DEVELOPMENT ORGANISATION IS LOOKING FOR A BUSINESS DEVELOPMENT ADVISOR (National Contract)

Based in Kasama, Zambia

SNV Netherlands Development Organisation is a not-for-profit international development organisation. Founded in the Netherlands more than 50 years ago, we have built a long-term, local presence in 38 of the poorest countries in Asia, Africa and Latin America. Our global team of local and international advisors works with local partners to equip communities, businesses and organisations with the tools, knowledge and connections they need to increase their incomes and gain access to basic services – empowering them to break the cycle of poverty and guide their own development. For more information, please refer to our website: www.snv.org

SNV’s Urban Sanitation and Hygiene for Health and Development (USHHD) project

The multi country programme, Urban Sanitation and Hygiene for Health and Development has been developed for medium towns and cities, with predominantly on-site facilities. The USHHD works with Local Authorities and Commercial Utilities to develop inclusive, safe and sustainable city-wide sanitation services. The programme comprises of five components viz: (i) WASH governance, (ii) Investment and finance, (iii) Sanitation Demand Creation and Behavioural change communication, (iv) Safe and affordable services and (v) Treatment, disposal and reuse.

The main Objective of the project is to demonstrate a city-wide, pro-poor, accountable, safe and sustainable faecal sludge management services for the urban context in Zambia, showing improvement in the living environment and contributing to the health and well-being of the urban population. According to JMP 2015, the urban sanitation coverage in Zambia stood at 56%. However even where there is access, the quality of service is often inadequate. Incidence of OD reported at 1%¹, even though coverage is 56% meaning the remainder using unimproved or shared facilities. Anecdotal evidence suggests, however, that the incidence of open defecation is much higher than 1% in the many informal settlements that have become developed around urban centres. Access to sewerage in urban areas generally is low, ranging from just 5% to about 40% (National Urban Sanitation Strategy, 2014). As a result, the great majority of urban residents use on-site sanitation systems and the management of faecal sludge is a growing challenge. These circumstances suggest that the urban sanitation challenges lies primarily in improving the quality of existing sanitation infrastructure and services - particularly faecal sludge management - rather than promoting first-time use of toilets.

The most significant results from this project will be:
- 210,000 additional people (approx. 35,000 households) will have access to improved sanitation facilities (environmentally safe)
- 260,000 people (approx. 43,000 households) will have an improved living environment and access to FSM services

SNV is supporting Lukanga and Chambeshi Water and Sewerage Companies and the following Local Authorities - Kabwe, Kasama and Mbuila Municipal Councils, Mpulungu and Nakonde Town Councils to address service delivery challenges in FSM and advance the sector development as a whole, through strategic engagement with Government Agencies (sector Ministry, relevant Departments and their service delivery channels at sub-national level) and partnering with other experienced civil society and private sector organisations working in the sector. SNV aims to facilitate a decisive shift in sector thinking, culture and practice through close alignment with respected sector agencies and working collectively with government and local partners to address underlying systemic sector issues that limit sector development. The Sanitation Business advisor is expected to contribute to the solution of these issues.

Business Development Advisor Position Summary

¹ Anecdotal evidence suggests, however, that the incidence of open defecation is much higher than 1% in the many informal settlements that have become developed around urban centres (there are, for instance, places where ‘flying toilets’ are used).
To lead the Sanitation Services and Business development component of the project in close collaboration with the activities of other components and also contribute to the work of colleagues, by providing sound advice for activities in the other components. Below are the specific tasks:

Advisory services

- Support stakeholder clients in developing and implementing the sanitation services and business development component.
- Support colleagues in the other components to integrate financial and business aspects, to support city planning and investment plans as well as pro-poor support strategies, to assess life cycle costs of different infrastructure options.
- Design and conduct – in collaboration with others- supply side and provider studies (of providers of emptying services)
- Conduct sanitation value chain analysis, market potential research/analysis including exploring the potential of private sector involvement.
- Support the development of service options for vulnerable areas in the city.
- Lead the development of toilet upgrading options.
- Strengthen capacity of stakeholders to deal with the short and long-term treatment options and also help organise the FS emptiers.
- Work with stakeholders on the introduction of standards including on health and safety.

Quality assurance & Knowledge Development

- Align with knowledge deliverables and quality standards,
- Ensure implementation of SNV’s monitoring for results framework,
- Identify and explore replication of good practices,
- Conduct comparative studies and facilitate horizontal learning to improve practice and guidelines,
- Coach, guide and backstop project teams in implementation,
- Promote knowledge exchange and networking with other SNV regions and externally.

Co-ordination & Programme Management

- Ensure performance of project, corresponding to plans and targets,
- Facilitate and coordinate interaction with other sector stakeholders,
- Contribute to the SNV WASH knowledge activities.
- Establish and maintain linkage with national and international knowledge centres.
- Take part in national and regional events as appropriate,
- Support content development for external communications.
- Contribute to managing and implementing partnerships.

Qualifications

- A minimum of a Bachelor’s degree in Business Administration, or a related field from a University with at least 5 years of experience.
- Strong interest in business solutions for development, BoP models and PPPs.
- Proven track record relating technical, financial and social solutions in sanitation.

Language: Fluency in written and spoken English and local languages.

Other requirements: Computer literacy

Reporting: The Business Development Advisor will report to the Team Leader.


Contract Duration: 2 years (Renewable).

Working Hours: Full time (minimum of 40 hours per week).

Apply by submitting your application letter and CV by email to zambia@snv.org by May 1st, 2018. Please note that all CV’s should be saved in the applicant’s full names e.g CV- Masuzyo Phiri and clearly state the position applied for in the subject line.
SNV Netherlands Development Organization is looking for a BEHAVIOUR CHANGE COMMUNICATIONS (BCC) ADVISOR (National Contract)

Based in Kasama, Zambia

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The main Objective of the project is to demonstrate a city-wide, pro-poor, accountable, safe and sustainable faecal sludge management services for the urban context in Zambia, showing improvement in the living environment and contributing to the health and well-being of the urban population. According to JMP 2015, the urban sanitation coverage in Zambia stood at 56%. However even where there is access, the quality of service is often inadequate. Incidence of OD reported at 1%\(^2\), even though coverage is 56% meaning the remainder using unimproved or shared facilities. Anecdotal evidence suggests, however, that the incidence of open defecation is much higher than 1% in the many informal settlements that have become developed around urban centres. Access to sewerage in urban areas generally is low, ranging from just 5% to about 40% (National Urban Sanitation Strategy, 2014). As a result, the great majority of urban residents use on-site sanitation systems and the management of faecal sludge is a growing challenge. These circumstances suggest that the urban sanitation challenges lies primarily in improving the quality of existing sanitation infrastructure and services - particularly faecal sludge management - rather than promoting first-time use of toilets.

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Behaviour Change and Communication Advisor Position Summary

The purpose of the position is to ensure the timely and appropriate design, implementation and monitoring of the activities across the five components of the USHHD taking a lead in the Sanitation Demand Creation and Behavioural Change Communication Component. Specific scope of work within the project is the following:

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Responsibilities
Below are the specific tasks:

Advisory services

- Support stakeholder clients in developing and implementing communication strategy for provision of sanitation services,
- Support colleagues in the other components to integrate findings of formative research when applicable, to support city planning and investment plans as well as pro-poor support strategies,
- Design and conduct – in collaboration with others- demand side studies,
- Provide continuous inputs to the design, management and implementation of the FSM communication strategy,
- Assist in organising events/discussions of the Policy Dialogue and projecting the work/recommendations of the project,
- Preparation of ToR for consultants and work done by the consultants,
- Coach, guide and backstop relevant stakeholders during implementation.

Quality assurance & Knowledge Development

- Design and implementation of the publications strategy and plan,
- Facilitation of internal and external knowledge building and knowledge sharing,
- Align with knowledge deliverables, quality standards and contribute to knowledge activities.
- Ensure implementation of SNV’s monitoring for results framework,
- Conduct comparative studies and facilitate horizontal learning to improve practice and guidelines,
- Promote knowledge exchange and networking with national and international stakeholders,
- Identification and synthesis of best practices and lessons learned directly linked to communication and outreach activities of the FSM.

Co-ordination & Programme Management

- Assisting in the implementation of advocacy and outreach campaign through the engagement of the relevant stakeholders,
- Ensure performance of component, corresponding to plans and targets,
- Facilitate and coordinate interaction with other sector stakeholders,
- Establish and maintain linkage with national and international knowledge centres.
- Take part in national and regional events as appropriate,
- Support content development for external communications,
- Contribute to managing and implementing partnerships,
- Any other responsibilities assigned by Programme Team Leader.

Qualifications
A minimum of a Bachelor’s degree in Mass Communication, Environmental Health, social sciences or a related field from a University. Candidates should possess at least 5 years of experience in communication or advocacy in public and/or private sector. Experience of working with donor funded projects will have an added advantage.

Language: Fluency in written and spoken English and local languages.

Other requirements: Computer literacy
Reporting: The BCC Advisor will report to the Team Leader
Salary & Benefits: Attractive remuneration package
Contract Duration: 2 years (Renewable)
Working Hours: Full time (minimum of 40 hours per week)

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