



**International Potato Center  
POSITION ANNOUNCEMENT  
Ref.: 17- 49 RM/GRS/CCCAP**

**Resource Mobilization Manager**

The **International Potato Center (CIP)** seeks a dynamic Resource Mobilization (RM) Officer **for the CIP-China Center for Asia Pacific (CCCAP)** based in Beijing, China. This position will engage international and Chinese potential donors, foundations and the private sector with the objective of securing collaboration and mobilizing funding for CCCAP's research activities.

**The Center:** CIP is a non-profit international agricultural research-for-development organization with a focus on potato, sweet potato, and Andean roots and tubers. Its vision is of roots and tubers improving the lives of the poor. CIP is dedicated to achieving food security, improved well-being, and gender equity for poor people in root and tuber farming and food systems of the developing world. CIP works with partners to contribute high quality science, technology, and capacity strengthening for sustainable science-based solutions. CIP is headquartered in Lima, Peru, with staff and activities in over 30 locations across Asia, Africa, and Latin America. CIP is a member of the CGIAR Consortium, a network of 15 Research Centers and 16 Research Programs mostly located in the developing world and supported by more than 50 donor members. CIP has worked in China for nearly 40 years in partnership with the Ministry of Agriculture, the China Academy of Agricultural Sciences and Chinese agriculture universities successfully introducing productive potato and sweetpotato varieties, transferring new technologies and helping develop China's human capital in this sector.

**The CIP-China Center for Asia Pacific** – or CCCAP – was established in 2010 and now employs a staff of 10 based in Beijing. CCCAP is a platform for cooperative potato and sweetpotato scientific research for development in China and countries in the Asia Pacific region promoting CIP's mission in the areas of food security, nutrition and health, and poverty alleviation. It is expected to grow significantly in size and research scope the next few years. With Government of China funding, a new CCCAP research facility in Yanqing (Beijing) has been constructed with 48 fully-equipped laboratory rooms, greenhouses, offices, training and dormitories. It will open in 2017 with initial research operations set to begin the second half of the year and a more robust research program taking shape in 2018. CCCAP is legally registered in China as an intergovernmental organization.



**The position:** This position will report to the Chief Scientist CCCAP with a dotted reporting line to the CIP Director of Resource Mobilization (RM), based in Lima, Peru. The successful candidate will work closely with the CCCAP program and research teams, Resource Mobilization Team (RMT) and others in CIP to develop project funding proposals / fundraising and engage with potential donors to raise funds in support of CCCAP's research program.

### **Functions and Key Results:**

#### *Strategy Development*

1. Under the overall guidance of the Chief Scientist CCCAP, and in close coordination with the Deputy Director General-CCCAP and CIP's RMT and all other relevant internal CIP and external stakeholders, develop a China / SE Asia-specific RM Strategy. This will require the RM Officer to:
  - a. Familiarize her/himself with CCCAP, CIP and relevant Chinese strategic documentation, policy priorities and deliverables;
  - b. Work closely with colleagues in CCCAP, Chinese and SE Asia institutions and CIP to identify funding needs and coordinate proposed strategic elements with CIP's own RM efforts;
  - c. Review current funding trends and regulations relevant to RM activities (both traditional and non-traditional donors) in the Chinese and SE Asian context;
  - d. On the basis of the above and inputs from CCCAP and CIP counterparts, develop a 3-year set of RM targets;
  - e. Identify potential RM partners, including Chinese and SE Asian institutions, bilateral, multilateral, philanthropic organizations, the private sector and High Net Worth Individuals and develop a strategy to approach and mobilize resources from these potential partners; and
  - f. Analyze information on funding priorities and trends of a wide variety of the donors identified that are or could become active in China and the Asian region that are of relevance to CCCAP's work in China and regionally.

#### *Operationalizing the Strategy*

2. Once approved, implement the strategy under the overall coordination of the Chief Scientist CCCAP and in close collaboration with the Deputy Director-CCCAP and CIP's RM Team by:
  - a. Exploring funding sources and strategic partnership opportunities from the potential donors identified in the strategy;
  - b. Establishing and broadening relations with the potential and existing donors;
  - c. Organizing RM activities and initiatives relevant to the implementation of the strategy and the specific targeted donor pool;
  - d. Ensuring high level stewardship of existing donors, including provision of high quality reports, regular contacts (as preferred by the donor) and an integrated communication plan;
  - e. Regularly reviewing progress and reporting internally on progress made on key performance indicators; and
  - f. Coordinating RM initiatives with CIP's RM Team as necessary.

### **Selection Criteria**

#### *Education and Experience:*

1. Advanced university degree in law, economics, finance, business, marketing, international relations and/or a related field.
2. Minimum of 6 years of experience with a proven track record of resource mobilization and the creation of RM-oriented partnerships and stakeholder networks.

3. Minimum of 3 years of experience in an international RM context (be it with an international or Chinese institution).
4. Native language proficiency in Chinese and written and spoken English. Knowledge and work/living experience and other Asian languages an asset.

*Knowledge and Skills Required to Deliver Results:*

1. Knowledge of the Chinese regulatory and institutional context, with previous experience in a RM role with an international organization, with a proven track record of achieving results in mobilizing funding.
2. Strong interpersonal skills and ability to interact well and establish close professional relationships with colleagues and counterparts in a highly international context.
3. Flexibility and ability to embrace change and work effectively in what are bound to be constantly evolving circumstances.

**Conditions:** Employment contract will be for a **three-year term** with the possibility of renewal. Salary will be internationally competitive, paid in US dollars, and commensurate with experience. CIP prides itself on its collegial and supportive working environment, which allows space for personal and professional growth.

**Applications:** Applicants should apply online through our CIP's Job Opportunities website (<http://cipotato.org/open-vacancies/>), attaching the following documents in English: a cover letter summarizing their relevance to this position, a full C.V with the names and contact information of three references that are knowledgeable of the candidate's professional qualifications and work experience. Screening of applications will begin on **August 31, 2017** and will continue until the post is filled. All applications will be acknowledged; however only short listed candidates will be contacted.

*Learn more about CIP by accessing our web site at <http://www.cipotato.org>.*

*CIP is an equal opportunity employer. Qualified women and professionals from developing countries are particularly encouraged to apply*