

Market Development Facility Terms of Reference: Business Adviser

| | |
|------------------------|--|
| Position Title: | Business Advisers |
| Classification: | Locally Engaged Staff |
| Duration: | 12 months, with the possibility of extension |
| Reports to: | Country Director |

Australia's Market Development Facility (MDF) helps countries in the Indo-Pacific region to grow through improved productivity, economic diversification, competitiveness and trade.

MDF helps business partners and government to identify markets that have high potential to grow, be profitable, and deliver social and environmental value. We currently operate in Fiji, Timor-Leste, Samoa, Vanuatu, Tonga and Sri Lanka.

Our aim is to do good by supporting good business. MDF supports business investment and innovation that reduces poverty, economically empowers women and combats climate change.

MDF is funded by the Australian Government and co-funded by the New Zealand Government in Samoa, Tonga, Vanuatu and Sri Lanka. It is implemented by Palladium, in partnership with Swisscontact.

Why MDF?

At MDF, we believe that passionate people, fuelled by a strong leadership that encourages a culture of learning and challenging each other, will do outstanding work.

MDF's Business Advisers are a team of motivated individuals who explore a multitude of sectors and hone a variety of skills in a dynamic environment. Business Advisers work together with MDF partners to adopt the best possible solutions to improve markets, thereby creating lasting change for poor men and women in our partner countries. MDF also provides competitive international placement opportunities in other MDF countries in the Asia Pacific for enhanced career development.

The Role

In this unique role, you will interact with an array of representatives from business, civil society groups and the public sector;; economists and change makers; Australian and New Zealand Government representatives; international experts; and colleagues from across the Asia Pacific.

Business Advisers in our teams have:

- Business acumen.
- Creativity and an eye for innovation.
- Robust analytical & research skills.
- Persuasive communication and negotiation skills.
- Excellent English Communication skills – verbal and written.

This is because our people thrive when challenged to think differently. Business Advisers have the opportunity to engage with organisations across the private and public sector and civil society. This includes large multinationals, small and medium enterprises (SMEs), banks and finance institutions, other associations, and community organisations, among others. The BA's role is to be the link – between businesses and communities, innovation, and growth.

Scope

This position is ideal for mid-level professionals with strong business acumen with a passion to build an extensive network, knowledge base and professional profile to propel their career forward. The role entails:

- Meeting with a wide variety of public and private stakeholders, especially businesses, government officials, , and tourism value chain actors , to understand how Sri Lanka's economy and tourism sector function. This will include travel and fieldwork across the country to co-create inclusive value chains and practical solutions for tourism businesses.
- With the support of colleagues and management, conducting socioeconomic and research analysis, assessing the business environment, poverty, gender, and industry competitiveness, to simplify complex data and share findings that identify constraints and opportunities for tourism-led economic growth.
- Developing a strong network of relationships with MDF partners and other collaborators and utilising this network to gather real-time business and market intelligence.
- Identifying opportunities in different markets that can improve business performance and increase climate resilience while being socially inclusive.
- Assisting with the creation of strategies that will allow MDF to address the constraints identified and achieve MDF's pro-poor economic development objectives.
- Designing innovative activities in line with MDF's strategies. This will include working with a wide mix of organisations, devising new business models, negotiating with prospective partners, and drafting concept notes and contracts.
- Developing strong working relationships with program partners and other external stakeholders, from government, the private sector and non-government organisations.
- Monitoring the progress of activities, making adjustments based on lessons, and identifying opportunities to scale up the best ideas.
- Working with Quality and Inclusion staff to create, monitor and update quality and inclusion documentation, including results chains, results measurement plans, field surveys, etc.
- Applying inclusion frameworks and strategies (gender equality, disability inclusion) to all programme activities.
- Working with communications staff to develop communications products related to MDF's activities.
- Supporting various aspects of program administration, including contracting, budgeting, financial management, recruitment, etc.

Requirements

- A bachelor's degree in business, economics, , international development, business management or other related discipline and/or equivalent professional experience.
- Familiarity with issues affecting the local economy, business environment and international trends in business.
- Positive attitude and capacity to engage effectively with a diverse range of stakeholders.
- Creativity and problem-solving skills.
- The ability to work well individually and as part of a team to demanding deadlines.
- Excellent command of the English language, both verbal and written. Spoken proficiency in either Sinhalese or Tamil language is also required.
- Willingness to travel extensively within the country to meet potential partners, conduct research and monitor activities.

This position is open to Sri Lankan nationals and permanent residents with authority to live and work in Sri Lanka. Rates of pay are based on local labour standards.

MDF is committed to creating a creative and diverse workforce. In addition to competitive pay and benefits, we offer internal and external learning and professional development opportunities.