



República de Moçambique
Ministério do Mar, Águas Interiores e Pescas



Fundraising Specialist

Services	Technical support for structuring bankable opportunities in the Blue/Ocean Economy, with a focus on fundraising.
Contract duration	24 months (with conditional renewal)
Workplace	Maputo, with availability to travel to the districts covered by the project.
Type of contract	Based on time
Work regime	Full-time
Origin of Funds	Project P174002
Contracting Entity	Blue Economy Development Fund (ProAzul)

Origin of Funds: Project [P174002](#)

Contract Reference No. MZ-PROAZUL-326946-CS-INDV

1. Background

Blue Economy (EA) is a strategic topic, part of the agenda of the Government of Mozambique, SWIO countries, SADC, AU and relevant cooperation partners already present in Africa and in the World as a whole and Mozambique in particular and represents a great opportunity to boost the results of sectoral public policies.

As a result, the growing involvement of international cooperation partners (bi/ multi-lateral¹) in the dissemination of new approaches and specific portfolios for financing EE initiatives is notable, mainly through private sector companies with social responsibility programs, ESG policies ², development of blue *start-ups* and the creation and application of innovative mechanisms for financing EA³ that only illustrate part of the immensity of other examples.

At national level, the Government of Mozambique (GdM) has made important progress in the political, strategic and institutional dimensions related to the oceans, with particular emphasis on:

- Political and strategic dimension: Approval of the Policy and Strategy for the Sea - POLMAR (2017); Mangrove Management Strategy (2020); the first draft of the Blue Economy Development Strategy - EDEA (2021)
- Legal framework dimension: Approval of the Law of the Sea (2019); Marine Scientific Investigation and Research Regulation - REICIM (2019); Regulation Establishing the Legal Regime for the Use of the National Maritime Space – RJUEM (2017); Management Regulations for the Coastal Zone and Beaches (2020); and Maritime Spatial Planning Plan – POEM (2021).
- Institutional reforms dimension: Creation of the Ministry of the Sea, Inland Waters and Fisheries – MIMAIP (2015), the Blue Economy Development Fund – ProAzul (2019), the National Institute of the Sea – INAMAR (2021), the Oceanographic Institute of Mozambique – InOM (2021) and the National Sea Council – CNM (2020).

In view of the advances, it is important to highlight the creation of ProAzul, FP with the mission of ***promoting the sustainable development of Blue Economy activities through the allocation of resources and support for the management of programs, projects and investments*** through three core competences: (i) technical, economic and financial advice, (ii) financing and management of programs and projects and (iii) fundraising for the Ocean/Blue Economy initiatives.

Recently, and as a way of instrumentalizing its strategic action in the mobilization of financing, ProAzul, FP began an effort to identify and structure a portfolio of strategic projects in the sector,

¹World Bank (WB), African Development Bank (AfDB), Asian Development Bank (ADB) Philanthropic Organizations, Governments (Norway, Sweden, Japan), among others.

²Acronym for *Environmental, social, and corporate governance* .

³Blue Bonds, Blue Parametric Insurance and other financing instruments (Ocean Finance Handbook, 2020, for more information)

aiming at (i) providing MIMAIP with an instrument that brings together the projects with the greatest impact of the Ministry and (ii) provide ProAzul with an instrument on which to prospect partners for fundraising and finance these strategic initiatives. Although, this instrument should not limit the permanent need of improvement and detailing of this instrument and, mainly, the identification and structuring of other opportunities that can be “transformed” into bankable programs and projects. These, for example, can arise “from the outside in” of the sector, like the portfolios of international partners/local governments that have grown⁴ considerably recently.

To ensure greater capacity in capturing these opportunities, ProAzul, FP intends to hire a Senior Specialist for a (minimum) period of 24 months, who must act in the structuring of sufficient initiatives for success in mobilizing the necessary financing for the development of the Blue Economy .

This assignment represents an important step towards the constitution and consolidation of a center of excellence in the structuring of strategic bankable programs and projects and the fundraising of structural funding for the Blue/Ocean economy led by ProAzul, FP.

⁴In the period between 2010 and 2019, funding earmarked for the marine environment – through Official Development Assistance (Official Development Assistance - ODA), and by philanthropic entities - increased approximately 30%, reaching an average of USD 700 million per year - California Environmental Associates. 2022. The Decade of Ocean Funding Landscape Trends - 2010-2020.

2. Objective

Improve ProAzul, FP's technical capacity to transform opportunities into concrete/bankable programs and projects aimed at achieving results (outcomes) in the Sea, Inland Waters and Fisheries sector (in some cases, beyond these sectors), with a particular focus on fundraising.

3. Task details

- a) Actively and with intense consultation with stakeholders (including international cooperation partners), identify opportunities and structure them into bankable programs and projects;
- b) Reviewing and improving existing strategic programs and projects, provided by MIMAIP through ProAzul, FP;
- c) Identify, systematize and monitor, on a permanent basis and with regular reports, the windows of opportunity for fundraising;
- d) Coordinating and executing the process of proposal submission and the subsequent steps necessary to effectively mobilize resources/funds;
- e) Identifying gaps and proactively proposing strategies to ensure the creation and implementation of a "Center of Excellence for Structuring Programs, Projects and Mobilizing Financing”;
- f) Participate in external (and internal) actions if they are proven to be in close harmony with its areas of competence and contribute to the fundraising process.

4. Methodological aspects

- 4.1. The Consultant is encouraged to create a counterpart team with support from ProAzul, FP. This team should be composed of focal points of the institutions that have full domain of the subject in reference and other partners.
- 4.2. ProAzul, FP has adopted a standard for the detailing of opportunities / projects that can be followed in the absence of a methodology required by potential partners. In such cases, the structuring should consider (at least some of) the following items:
 - a) Characterization of the direct and indirect target group, in quantitative and qualitative terms - Although estimates are by order of magnitude or parameterization, a rationale/ratio for their approximation should be developed;
 - b) Geographical coverage of the intervention (more than one, when applicable) - Presenting, in general terms, the reasons for the choice of location;
 - c) Project objective, indicating the synthesis of the transformation in the target group to be reached in the project's time horizon, describing its purpose, concisely and precisely;

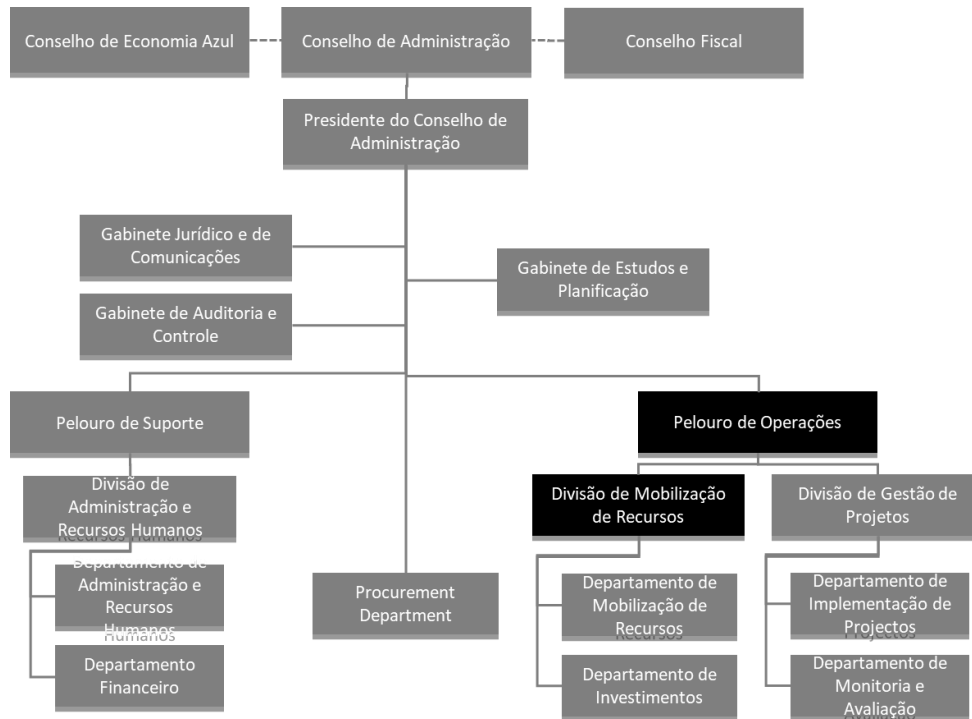
- d) The outcomes, which represent the effects that should be produced in the target group with the execution of the project, within its time horizon. They represent the unfolding of the objective and dimension real transformations in the reality of the target audience;
- e) Main products (outputs) - partial results produced throughout the project. Major deliverables, services or products generated, which added together will compose the project's outcomes;
- f) Deadline for implementation / time horizon of the project;
- g) Budget estimate / indicative budget - for all intents and purposes, the budgeting method will be estimated in order of magnitude or "top down";
- h) Strategic Relevance - representing the alignment of the project with key national and international guidelines (eg Alignment with the Five Year Government Plan, Sector Strategies, Sustainable Development Goals (SDGs), among others). The strategic relevance should also indicate not only that the project is related, but describe, in general terms, how the project is related to these documents;
- i) Preliminary list of risks - which represent externalities that may impact the success of the project and for which a risk response plan should be developed (in a more advanced stage of structuring, which is not the scope of this work;
- j) Governance model and implementation arrangement - with the preliminary identification of the main actors for the implementation of the project, as well as proposed assignments for each identified actor. It should also describe how, in addition to the description of attributions, the project is expected to be implemented by the different actors in a complementary way;
- k) Concept notes - for each project, an executive concept note must be prepared that substantiates the project, as well as describes how it will be implemented. Whenever necessary, with a summary description of the role of each actor, the benefits that the project intends to generate for the target group, the main problems it must solve and other aspects that, together with the counterpart team, will be defined.

The projects designed should ensure alignment with the Blue Economy principles - made available by ProAzul - and, above all, stimulate the participation of the private sector in value chains (in principle activities such as: **(i)** extractive fishing **(ii)** aquaculture **(iii)** support infrastructure - conservation, landing, processing, production of feed, fingerlings and other inputs **(iv)** sustainable management of marine and fisheries ecosystems - mangroves, corals and other natural resources **(v)** marine and coastal tourism **(vi)** other projects relevant to the development of the BE).

Different types of projects need to be considered, including "plug and play" projects, which are projects with a history of implementation and a structure that allows for scaling up as resources are allocated (e.g.: Mais Peixe Sustentável).

5. Report Line

The Consultant will be assigned to the Resource Mobilization Division, with the Operations Administrator as his/her direct reporting line. The day-to-day work will be coordinated by the Operations Administrator of ProAzul, FP, who will also be responsible for assigning the Consultant's priorities, validating his/her work plan, and conducting performance evaluation processes.



6. Qualifications

Mandatory minimum qualifications⁵

- Higher education in economics or related areas training, with a Master's degree (or equivalent) preferably in areas related to the ocean economy/blue economy;
- 08 years of proven experience in structuring programs and projects of (at least) medium size - equal to or greater than USD 10 million - and that, ideally, the implementation has considered the (i) involvement of the private sector (ii) the involvement of communities;
- 05 years of proven experience in projects financed by bi- and multilateral cooperation organizations and/or international NGOs, preferably in portfolios related to the economy of the sea
- 04 years in active involvement in fundraising, preparation of concept notes aligned with requirements of international donors / other partners. The consultant must demonstrate his/her key role in the success of mobilization processes;
- 02 years of experience in preparation and implementation of project operational manuals.
- Orientation towards practical, efficient execution with flexibility to work in dynamic working environments;
- Basic knowledge of Cost-Benefit-Analysis (CBA);
- Fluency in Portuguese and English is required.

Desirable qualifications

- International experience in developing countries (In Africa it will be an advantage);
- Professional certifications, with international recognition, in the area of programs and projects (eg PMP®)
- Other languages that are relevant to the context of programs and projects.

Skills

- Strong orientation towards results with flexibility and administrative agility
- Interpersonal relationship
- Innovation and pursuit of excellence
- Vision of business and operating environment

⁵ A technical capacity certificate must be presented for each defined requirement.

- Ability to execute and deploy
- Alignment and compliance
- Strategic program and project management
- Monitoring and evaluation of results

7. Contract duration

The initial contract will last for 24 months and may be renewed for a period to be agreed.

The consultant will be evaluated by his hierarchical superior and, eventually, by his peers, on an ongoing basis, who will determine the need for continuation of the contracted services.

ProAzul may terminate the Contract with 60 days' notice without any type of compensation.

8. Applicable Procedures

The Consultant will be hired based on the procedures provided for in the Public Works Contracts, Supply of Goods and Services to the State Regulation, approved by Decree 5/2016 of March 8, in conjunction with the Regulation of World Bank Procurement for Borrowers of Investment Project Finance Operations (the “Procurement Regulations”).