Malawi Field Connectivity Coordinator

Background

Addressing the connectivity gap in rural Malawi is a key component of the partnership between NetHope and the USAID Global Development Lab's Center for Digital Development (CDD). working closely with USAID/Malawi Mission staff to develop an approach to encourage the NGO community to work together to identify coordinate their demand and purchases of broadband connectivity in a way that will encourage new network investment in connectivity-starved regions.
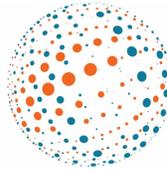
Assignment and Objectives

As USAID's key partner in this initiative, NetHope seeks to engage a Malawi-based field connectivity coordinator to lead a critical phase of its analytical and coordination effort. Key activities and deliverables will include:

- Providing country/regional context as well as technical assistance and guidance to international Non-Governmental Organizations (iNGOs) and USAID Implementing Partners (IPs) in purchasing broadband connectivity in Malawi through collaborative purchases, joint purchase agreements, and other mechanisms;
- Helping to design and implement survey and interview data collection instruments;
- Establishing and enabling ongoing contact with broadband and mobile network operators in Malawi with a perspective towards developing collaborative, creative, commercially viable "win-win" partnerships;
- Engaging with other technology initiatives that may improve connectivity options in the country (eg, Universal Access Fund, etc.), and
- Providing additional staffing and expertise to assist Malawi iNGOs and USAID IPs in negotiating connectivity agreements that benefit not only aid efforts but improve connectivity for beneficiaries in targeted communities

Anticipated Scope of Work

Duties will include:
- Surveying all iNGOs and USAID IPs and, where necessary, conduct explanatory follow-up interviews, to document and scope connectivity needs and demands for all of these programs, including pricing, contract terms/termination dates, and both current and anticipated future needs;
- Hosting workshops of interested iNGOs/IPs that will be designed specifically to deliver and refine survey findings, map out areas of overlapping demand, establish the landscape of current connectivity contracts and obligations, and receive presentations from network providers interested in expanding service into relevant underserved areas;
- Drafting profiles and comprehensive reports outlining the iNGO/IP demand for network services and connectivity in different regions of Malawi, broken down by technology, partners, service, price, necessary quality, and existing contract vehicles used by iNGOs/IPs to buy connectivity in the region;

- Leading individual and/or joint meetings with Malawi network providers, including all major mobile network operators (MNOs), regional or local Internet Service Providers;
- Guiding and providing technical assistance to international iNGOs/IPs for investigating and establishing connectivity purchase arrangements or other mechanisms that will formalize aggregated purchasing relationships.
- Working with the USAID Mission in Malawi and NetHope to disseminate the results and key findings to Government of Malawi policymakers, including key ministries, MACRA, etc.

Desired Qualifications, Experience and Attributes
The ideal candidate for the position will possess:
- A strong understanding of key dynamics within Malawi's broadband connectivity marketplace, including demonstrated familiarity with both current and emerging rural access government policies, technologies, actors and business models;
- Extensive connections with key project stakeholder constituencies;
- Ability to think strategically in a complex and challenging environment;
- Experience-based knowledge of the international NGO ecosystem within Malawi;
- Insight into the types of applications and service configurations that can spark and catalyze demand for connectivity – especially in rural and underserved areas;
- Ability to productively manage stakeholder dialogues in both public and private settings;
- Strong analytical, writing and oral presentation skills;
- Preferred academic credentials include degree(s) in business, economics, network engineering, computer science or public policy (Bachelor's required; Master's preferred).

Deadlines and Timeframe
- Job applications close **17 February 2019**;
- Work to start in **Feb/Mar 2019** for a six-month contract;

Application process
Applicants should send their CV, three professional references, and a list of relevant past work conducted with iNGOs and/or USAID IPs to jobs@nethope.org.

About NetHope
The primary implementing partner for this work is NetHope. NetHope, a consortium of 57 leading global nonprofits, unites with technology companies and funding partners to design, fund, implement, adapt, and scale innovative approaches to solve development, humanitarian and conservation challenges. NetHope has been the primary implementing partner for USAID's Global Broadband and Innovations Alliance (GBI) since 2010, via a cooperative agreement that focuses on improving Internet access and applications in USAID priority countries.