



Job Title : **Business Development Specialist (STC)**
Dept/Div : DSF
Appt Type : STC
Closing date : March 6, 2011
Location : Jakarta, Indonesia
Appointment : Local Hire

**Decentralization Support Facility
Terms of Reference
Business Development Specialist (STC)**

I. Activity Summary

This activity seeks to improve the way natural resources are managed by local governments. More effective management will boost local economic development and provide additional revenue for local governments to finance service delivery. Towards this end, the activity will: (1) examine in a small number of local governments the ways in which a sample of natural resources is managed and consider means for improving such management; (2) propose organizational changes and capacity building measures at the local level that take into account important aspects of the political economy context and draw on comparative experience; (3) build local capacity for undertaking such organisational development in two pilot areas; (4) establish principles underlying the better management of the sample natural resources that may be generalized to other local governments and/or natural resources; and (5) make suggestions for the revision of governing legislation and on broader issues of organizational design at other levels in the government system,

This activity is to be implemented over a period of 7 months from 1 March 2011 to 30 September 2011. A consultant team comprising several specialists will be contracted to undertake this work. The Business Development Specialist will be offered a 60 working day contract with the possibility of additional days dependent upon project needs and performance. Alternative arrangements may be offered to an international consultant dependent upon availability and needs.

II. Goal and Objectives

Goal: The goal of the activity is to strengthen local government capability to manage natural resources sustainably to generate local economic development.

Objectives:

- Improved local government natural resource management (NRM) systems and organisational arrangements.
- Guidelines consisting steps and principles of natural resource management (NRM) systems including “asset capitalization” and “revenue sharing” concept for local Government
- Increased knowledge and capacity within local governments to implement and sustain new systems and to undertake the organisational development activities necessary to support the implementation of new management systems.



- Design of an improved organizational design at national and provincial levels of government.

III. Scope of Activity and Deliverables

The **Business Development Specialist** will support a team leader who will lead a team that will perform the following services:

- (1) Desk review of literature, legislation and policy concerning NRM in Indonesia at the national level;

Deliverable: Literature review report

- (2) Detailed investigation into management and organisation and other aspects of capacity for the management of selected natural resources in two pilot provinces, and develop a pre-business plan as a part of the recommendations for both provinces;

Deliverables:

- Assessment report on current management and organization systems for the selected natural resources
- Report on management and organisational capacity on natural resources in pilot local governments, including recommendations for change in pilot local governments
- Draft of pre-business plan for selected districts in the two pilot provinces. Specific sectors for each district will be determined after a detail investigation has been done

- (3) Recommendations for capacity development and the introduction of change in the pilots;

Deliverable: Strategy for capacity development and the introduction of the proposed managerial changed for natural resource in pilot local governments.

- (4) Formulation of capacity development guidelines for other local governments and/or the management of other natural resources including “asset capitalization” and “revenue sharing” concept;

Deliverable: Generic guidelines on NRM for other local governments

- (5) Recommendations for the improvement of existing legislation and organisational arrangements at national and provincial levels pertaining to the selected natural resources

Deliverables: Recommendations for revisions to national legislation and recommendations on improving organisational arrangements



IV. Personnel Specifications

Business development specialist:

The successful candidate may be a national or an international consultant.

Over eight years of relevant experience, including in developing businesses related to natural resources. Preference is for a candidate with business development experience with more than one resource type. The successful candidate will be able to demonstrate a good understanding of the impact of regional autonomy on local economic development and the role of regional governments in supporting this. Experience working with regional governments is preferred. At least a S1 in a relevant field, preference for a candidate with master degree in a relevant field.

HOW TO APPLY

- This is a local hired position.
- Please only submit your cover letter, CV, and references (at least three names with full contact details) to: **jobsindonesia@worldbank.org**.
- **Do not forget to state your name and position applied in the e-mail subject.**
- Deadline of application is **March 6, 2011**. Late submission will not be considered; hard copy applications and phone inquiries will not be accepted.