

**SAVE THE CHILDREN
INTERNATIONAL PROGRAMS
ROLE PROFILE**

TITLE: Technical Advisor – Market-Based Programming	
TEAM/PROGRAMME: Vietnam	LOCATION: Hanoi, Vietnam
GRADE: 3	CONTRACT LENGTH: TBD
CHILD SAFEGUARDING: Level 2: <u>either</u> the post holder will have access to personal data about children and/or young people as part of their work; <u>or</u> the post holder will be working in a ‘regulated’ position (accountant, barrister, solicitor, legal executive); therefore a police check will be required (at ‘standard’ level in the UK or equivalent in other countries).	
ROLE PURPOSE: Under leadership and management of the Program Development Manager, The Technical Advisor – Market-Based Programming (MBP) provides technical and strategic leadership to strengthen the design and application of inclusive, market-based and livelihood approaches across Save the Children in Vietnam’s program. The role supports the development of market-based programming as a strategic and emerging pillar, contributing to child poverty reduction, livelihood resilience, and sustainability, aligned with the Country Strategic Plan, in the context of climate change, digital transformation, and evolving donor priorities. The post holder will work with other Technical Advisors, other team members of the Program Development team, and Project Managers to integrate market-based approaches across Save the Children’s thematic sectors, including education, health, child protection, child rights governance, and climate resilience. The Technical Advisor will play a critical role in driving resource mobilization by designing high-quality, competitive proposals for securing USD5 million annually from institutional, corporate, philanthropic, and innovative financing sources. The role provides technical support and engagement during project implementation. List of project includes: - ... - ...	
SCOPE OF ROLE: Reports to: Program Development Manager Number of direct reports: No (The post may supervise consultants as required) Budget responsibility: No. Role dimensions: Key Working Relationships: • Project Managers (PjMs) • Other Technical Advisors • Finance, Procurement, and Awards teams • Head of Strategy & Impact (HoSI) and MEAL team • Save the Children Members, regional/global technical advisors, as well as external stakeholders including government, private sector, financial institutions, and development partners.	

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KEY AREAS OF ACCOUNTABILITY:

Strategic Leadership in Market-Based Programming

- Lead the development and refinement of the market-based programming technical approach, aligned with CSP priorities.
- Translate child poverty and livelihoods strategy into practical, implementable MBP designs
- Ensure integration of climate resilience, gender equality, inclusion, and safeguarding into MBP designs
- Provide strategic advice on where MBP is appropriate and where it is not, based on evidence and feasibility
- Position Save the Children as a thought leader in market-based programming for vulnerable children and youth within Vietnam and the region.

Program Design and Technical Excellence

- Provide technical leadership in designing high-quality programs incorporating market-based solutions, including:
 - Sustainable and inclusive value chain development
 - Youth employment and entrepreneurship
 - Financial inclusion and access to services
 - Climate-smart livelihoods
- Support technical advisors across sectors to embed market-based approaches into traditional programming (education, health, child protection, CRG, climate).
- Develop tools, frameworks, and guidance for implementing market-based programming.
- Ensure all programs are child-focused, inclusive, and aligned with safeguarding and equity principles.

Resource Mobilization and Proposal Development

- Lead the development of high-quality concept notes and proposals on market-based programming and integrated approaches.
- Work in close collaboration with the Program Development Manager to mobilize a minimum of USD 5 million annually through strategic fundraising efforts.
- Identify and pursue funding opportunities from institutional donors, private sector, foundations, and innovative finance mechanisms.
- Collaborate with Business Development, Finance, and Technical teams to ensure strong, competitive proposals.
- Contribute to capture planning, pre-positioning, and donor engagement strategies.

Partnerships and Stakeholder Engagement

- Build and maintain strategic partnerships with:
 - Government agencies
 - Private sector companies and industry associations
 - Financial institutions and impact investors
 - NGOs and development partners
- Facilitate multi-stakeholder collaboration to scale market-based solutions.
- Represent Save the Children in external forums, networks, and technical working groups.
- Strengthen linkages with regional and global initiatives on market-based programming and innovative finance.

Innovation and Blended Finance

- Lead the exploration and application of innovative financing models, including blended finance, results-based financing, and impact investment.
- Identify opportunities to leverage private capital for social impact.
- Integrate digital solutions and platforms into livelihood and economic programs.
- Pilot and scale innovative approaches to enhance program sustainability and impact.

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Capacity Building and Knowledge Management

- Build capacity of Save the Children staff and partners on market-based programming approaches.
- Provide coaching and mentoring to technical teams and project staff.
- Capture and disseminate learning, best practices, and evidence.
- Contribute to organizational knowledge and influence internal and external learning agendas.

BEHAVIOURS (Values in Practice)

Accountability:

- holds self accountable for making decisions, managing resources efficiently, achieving and role modelling Save the Children values
- holds the team and partners accountable to deliver on their responsibilities - giving them the freedom to deliver in the best way they see fit, providing the necessary development to improve performance and applying appropriate consequences when results are not achieved.

Ambition:

- sets ambitious and challenging goals for themselves and their team, takes responsibility for their own personal development and encourages their team to do the same
- widely shares their personal vision for Save the Children, engages and motivates others
- future orientated, thinks strategically and on a global scale.

Collaboration:

- builds and maintains effective relationships, with their team, colleagues, Members and external partners and supporters
- values diversity, sees it as a source of competitive strength
- approachable, good listener, easy to talk to.

Creativity:

- develops and encourages new and innovative solutions
- willing to take disciplined risks.

Integrity:

- honest, encourages openness and transparency; demonstrates highest levels of integrity

QUALIFICATIONS

- Master's degree or equivalent in Economics, Development Studies, Business Administration, International Development, or a related field.

EXPERIENCE AND SKILLS

Experience

- Minimum 5 years of experience in international development, with strong expertise in market-based programming, livelihoods, or economic development for vulnerable groups and/or difficult areas.
- Proven experience in designing and implementing market systems development (MSD) or similar approaches.
- Demonstrated track record of successful proposal development and fundraising, including securing multi-million USD grants.
- Experience working with institutional donors (e.g., World Bank, ADB, EU, GCF, FCDO, DFAT and other bilateral agencies) and private sector partners.
- Experience integrating cross-cutting themes such as climate change, gender equality, and digital innovation.
- Experience working in multi-cultural and cross-functional environments.

Skills and Competencies

Strategic Thinking and Leadership

- Strong ability to develop long-term strategies and translate them into actionable programs.

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- Ability to identify emerging trends and position programs accordingly.

Technical Expertise

- Deep understanding of market systems, value chains, and private sector engagement.
- Knowledge of innovative finance and blended finance mechanisms is a strong asset.

Business Development

- Excellent proposal writing and communication skills.
- Strong ability to develop winning bids and donor engagement strategies.

Partnership and Networking

- Strong relationship-building and stakeholder engagement skills.
- Ability to influence and negotiate with diverse partners.

Analytical and Problem-Solving

- Strong analytical skills with the ability to interpret complex data and systems.
- Ability to design innovative and practical solutions.

Communication

- Excellent written and verbal communication skills in English and Vietnamese.
- Ability to communicate complex ideas clearly to different audiences.

Personal Attributes

- Passion for improving the lives of children and vulnerable communities.
- High level of integrity, accountability, and professionalism.
- Self-driven, adaptable, and able to work under pressure.

Additional job responsibilities

The duties and responsibilities as set out above are not exhaustive and the role holder may be required to carry out additional duties within reasonableness of their level of skills and experience.

Equal Opportunities

The role holder is required to carry out the duties in accordance with the SCI Equal Opportunities and Diversity policies and procedures.

Child Safeguarding

We need to keep children safe so our selection process, which includes rigorous background checks, reflects our commitment to the protection of children from abuse

Safeguarding our Staff

The post holder is required to carry out the duties in accordance with the SCI anti-harassment policy.

Health and Safety

The role holder is required to carry out the duties in accordance with SCI Health and Safety policies and procedures.

JD written/ updated by: Le Kim Thai

Date: 1 May 2026

JD approved by: Vuong Dinh Giap

Date: 25 May 2026

Evaluated:

Date: