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Partnership for Accelerating Results in Trade, National Expenditure and Revenue (PARTNER) Activity

Revenue Mobilization Expert - Job Description

Background

Sri Lanka aspires to foster inclusive, entrepreneurial, and technologically-based economic growth while developing into a regional hub for commerce. The Public Financial Management and Trade (PFM+T) project (subsequently rebranded as 'PARTNER') was awarded to Deloitte Consulting LLP in 2019. PARTNER complements Sri Lanka's ambition by supporting Sri Lanka to facilitate trade and investment, making it easier to do business while bolstering effectiveness and accountability in public revenue collection, planning, and expenditure. PARTNER has two main objectives:

- 1) improve government efficiency through strengthened public financial management and
- 2) improve trade policies and trade facilitation.

Objectives

PARTNER is hiring a Revenue Mobilization Expert. The Expert will join a dynamic team to support government efficiency and trade strategic initiatives and will help solve multidimensional problems, improve performance, and generate value for USAID and the Government of Sri Lanka (GoSL).

Within the Public Financial Management component of PARTNER, the Expert will work initially to structure and establish appropriate interventions to support improved Revenue Mobilization in coordination with relevant GoSL counterparts and PARTNER colleagues. Interventions will be designed to strengthen key GoSL institutions and be sustainable, and may include, but not necessarily be limited to situation, organizational and procedural gap analysis to develop recommendations, the delivery of both on-the-job and formal, structured training programmes, revenue policy advice and analysis and the development of manuals and procedures alongside digital tools and other IT systems improvements to support desired procedural and organizational improvement.

The Expert will be responsible for managing delivery of interventions and will be responsible to:

- maintain effective collaborative engagement with GoSL counterparts, sensitive that GoSL are 'in the driver's seat' and lead all initiatives;
- frequently scan the broader environment - domestically and globally - in which GoSL's revenue mobilization operates to be aware of, and ready to respond to, emerging issues impacting the delivery of PARTNER interventions and/or the achievement of overall objectives; and
- produce, both independently and collaboratively, technical inputs required for interventions and ensure high-quality, relevant delivery from short-term experts.

The Revenue Mobilization Expert will coordinate closely on a day-to-day basis with the PARTNER Customs Expert.

The Revenue Mobilization Expert will also provide strategic support, analysis and advice on an 'as needed' basis to the Trade component of PARTNER on areas of GoSL's revenue regime - both policy and administration practices - which may be detrimental to Sri Lanka's trade and competitiveness.

Specific Tasks

- Lead strategic planning, implementation management, status updates, risk management and monitoring & evaluation of revenue mobilization interventions and activities.
- Define, plan and project manage activities in coordination with colleagues and stakeholders.
- Actively manage a range of stakeholder engagements so that PARTNER is responsive to GoSL needs.
- Collaborate with PARTNER colleagues to create work products that are engaging and tailored to specific initiatives and appropriate for PARTNER's GoSL counterpart needs.
- Develop and execute key project deliverables independently to meet deadlines.
- Incorporate strategic messaging into work products and manage the review and approval process.
- Comply with regular reporting, monitoring and evaluation requirements as established, and amended from time-to-time, by the PARTNER leadership and project management team.
- Any other duties as assigned by the project leadership.

Required Qualifications and Experience

Candidates must have:

- Education: Bachelor's Degree in a relevant field (e.g. Public Policy, Economics, Finance and/or Management)
- Experience: At least five (5) years' relevant senior-level experience in Sri Lanka:
 - ◆ as a Consultant having successfully led delivery of assignments to the satisfaction of public sector clients on issues of tax or revenue policy and/or administration; and/or
 - ◆ leading teams in the public sector working on matters of revenue or tax policy and/or revenue administration.

Required Skills & Personal Attributes

Candidates must:

- Respect diversity and contribute to positive team dynamics by being reliable, trustworthy, flexible and supportive.
- Have an excellent understanding of the current Sri Lankan tax regime, tax policy and challenges as well a holistic view of Sri Lanka's tax and non-tax revenue administration systems.
- Possess excellent interpersonal skills and be able to build the trust, consensus and respect required for good working relationships with colleagues and stakeholders while proactively managing such relationships to prevent conflicts.
- Be able to demonstrate strong problem solving and troubleshooting skills with experience exercising mature judgment and making sound decisions quickly when circumstances require.
- Be able to demonstrate strong oral and written communication skills in English, including being:
 - ◆ an experienced presenter and trainer who engages their audience well to maximize retention of knowledge exchanged and/or skills developed;
 - ◆ an effective facilitator who can catalyze open and frank discussions, conduct and structure conversations to be effective and foster participation around shared interests; and
 - ◆ skilled in designing and using diagrams, pictures and graphics to present complex concepts and data in a way that is persuasive, appealing and easily understood; and
 - ◆ able to produce:
 - clear and concise written business communication, including reports, letters and e-mails; and
 - persuasive communications materials and presentations.
- Have excellent organizational skills and the ability to:
 - ◆ prioritize work in consultation with management to meet deadlines and work objectives; and
 - ◆ organize schedules and self-direct to meet work commitments.
- Be interested and willing to continue to learn about government finance, efficiency, and trade and stay abreast of recent developments along with a strong motivation to work in public policy and national economic development initiatives
- Be able to seek and use feedback to continuously improve work and outputs
- Be able to manage ambiguity and to employ research and analytical thinking
- Be detail-oriented and accurate
- Be highly IT-literate and proficient in the use of a range of office automation and collaboration tools and software, including MS-Word, MS-Powerpoint, MS-Excel, Outlook.

Desired Qualifications, Experience, Skills and Personal Attributes

Preference may be given to candidates who additionally:

- Holds a post-graduate qualification in a related field
- Holds professional certifications or qualifications training, presenting and/or in adult learning approaches and techniques
- Has expertise in Value Added Tax policy analysis and/or administration procedures and systems
- Has expertise in macroeconomic and tax policy analysis models, tax administration software packages and/or financial management information systems.

Location: Colombo, Sri Lanka

Send a resume and cover letter to Firasa Zahir at pfmandtrade.activity@gmail.com. Your qualifications will be reviewed upon receipt and only finalists will be contacted. **Deadline for consideration is 31.05.2020.** Applicants must be eligible to work in Sri Lanka.

The PARTNER Activity is an Equal Opportunity Employer.