**Consultant: Business Model Developer (Bogor)**

**Introduction**
Wetland International Indonesia (WII) is a not-for-profit organisation with mission to sustain and restore wetlands, their resources and biodiversity. At present WII governed Dana Mitra Gambut Indonesia (DMG-Indonesia), a small grants funding 10 community-based Rewetting-Revegetation-Revitalization (3R) projects in 17 villages, in 5 provinces of Riau, Jambi, South Sumatra, West Kalimantan and Central Kalimantan.

DMG-Indonesia advised by a steering committee, designed to support projects in community-based peatland conservation, restoration and sustainable development. DMG-Indonesia activities is supported by the Indonesian Peatland Restoration Agency (Letter No. S.31/KaBRG/ D1/4/2017) to ensure optimal complementarity and appropriate integration with government plans and actions. The projects that DMG-Indonesia supports will contribute to the national goal for peatland restoration (2.4 million hectares by 2020).

**Overall purpose of the consultancy**
The Business Model Developer is responsible to develop business cases based on DMG-Indonesia 10 project implementation that shows how to best finance the business development, approaches and guide fund-raising activities for scale up.

**Qualifications**
- Background in economics (agriculture, social or development, preferably a combination of those)
- Experience with impact investment or micro-finance projects
- Experience in developing business models
- Familiar with peatland ecosystem and development issues in Indonesia
- Familiar with community development in Indonesia

**Responsibilities**
1. Develop three business cases for community-based sustainable peatland management in Indonesia based on data from DMG-Indonesia grantees, Wetlands International and literatures:
   - Ensuring a variety of products, their processing and (ecosystem) services are being valued in a variety of geographical sites, peatland physical environment and socio-economic situations
   - Including costs and benefit analysis (in short, medium and long-term), market analysis (supply-demand and accessibility to markets) and regulatory analysis
   - Address capital start-up needs, cash flow and other risks and possibilities to mitigate these risks
   - Identify potential bottlenecks (institutional, marketing, infrastructure) and propose mitigating measures on how to deal with these.
   - Ensure gender sensitivity in approach and objectives
   - Develop the business cases into investment propositions and assist the DMG-Indonesia Wetlands International staff in the development of pitches to funders
 Outputs: 3 bankable business models formulated in investment propositions and supported with background data.

2. Develop a business model for DMG-Indonesia to ensure the fund can reach its objectives and sustain its existence beyond 2019. Including options of grant funding from philanthropy or corporates, Micro-credit loans, development bank loans and impact investors
   • In accordance to the different scenarios of the upscaling ambition of the fund
   • Develop possibilities for mixed financing to lower financial risk for investors
   • Analyze possible funders and investors on the basis of criteria of identified in the business model of DMG-Indonesia particularly Indonesia

Output: business model for DMG-Indonesia and set of possible funders

Address your application to admin@wetlands.or.id with subject letter Business Model Developer not later than 12 January 2019.

More Information:
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