

TITLE: Consultant, Fundraising for Africa

OFFICE: Home based, in Egypt, Kenya, Morocco, Nigeria, or South Africa.

DURATION: Eight (8) months

POSITION SUMMARY

The Fundraising Consultant for Africa is responsible for generating additional funds from various sources (except businesses) to support the development and implementation of the work of the United Nations Global Compact at the continental and national levels in Africa.

As a special initiative of the Secretary-General, the United Nations Global Compact is a call to companies everywhere to align their strategies and operations with Ten Principles in the areas of human rights, labour, environment, and anti-corruption, and report annually on their progress. The UN Global Compact operates 69 Local Networks globally, including 10 Networks in the Africa Region namely in DRC, Egypt, Ghana, Kenya, Mauritius & Indian Ocean Region, Morocco, Nigeria, South Africa, Tanzania and Tunisia.

The UN Global Compact is uniquely equipped to mobilize African businesses and facilitate transformative, multi-stakeholder partnerships for delivering the 2030 Agenda and the African Union's Agenda 2063 through its Africa Strategy launched at the UN General Assembly week in September 2021. The Strategy has three main objectives: 1. Growing impact in Africa through focus, 2. Driving Inclusive Impact, and 3. Leveraging associations, supply chains and capital. These ambitions require a significant increase and diversification of financial resources.

The Fundraising Consultant for Africa will be responsible for both leading the delivery of current fundraising targets as well as working with the Africa Hub and Local Networks to build capabilities for ongoing financial growth.

DUTIES AND RESPONSIBILITIES

- Work with the Africa Hub and Local Networks in Africa to create and implement both a local and regional plan for fundraising from various sources that are relevant for the work of the Global Compact.
- Identify funding prospects, analyse donor's interests, and develop criteria for prioritisation. Support the Africa Hub and Local Networks to create compelling grant proposals and funding budgets. Support on tracking and reporting progress and ensure professional management of grant funds.
- Coordinate with the Fundraising team in New York to streamline regional fundraising efforts and outreach to funders.
- Generate, build and nurture relationships with priority institutions which will become long term fundraising partners in the region. Bring funder insights to the Global Compact work in Africa to help shape priority setting and relevant work stream development.
- Assess current fundraising capabilities of the Global Compact in the region and provide counsel on how to build in-country fundraising capacity, build capabilities in managing grants through training. This will cover capabilities from setting strategy on targeting the donors, proposal writing, reporting and budget development.

EXPECTED RESULTS

- Additional funds raised by the Africa Region (Africa Hub and Local Networks) based on the support received.
- Africa Hub and Local Networks' successful submission of local and regional proposals.
- Network and Africa Hub's increased ability to raise funds from new sources over 2023-2024, based on training received.

QUALIFICATIONS

- Extensive experience in institutional fundraising, building relationships with donors, securing large grants.
- Fundraising expertise in the Africa region.
- Persuasive and engaging communication skills; demonstrating strong negotiation and persuasion skills focusing on the UN Global Compact donor value proposition
- Strong writing skills: ability to communicate persuasively in writing to craft funding proposals
- Project Management: Self-starter. Solid organizational skills including attention to detail and multitasking skills. Results oriented attitude.
- Proven critical thinking and problem-solving skills.
- Foresees risks and allows for contingencies when planning. Monitors and adjusts plans and actions as necessary.
- Language skills: Proficiency in English (required). Ability to speak and write in French desired.
- Respect for diversity: Works effectively with people from all backgrounds; treats all people with dignity and respect; treats men and women equally; shows respect for and understanding of diverse points of view

EDUCATIONAL AND EXPERIENCE REQUIREMENTS

- **EDUCATION:** A first-level university degree in marketing, business administration, management, economics, political science, social science or related field.
- **WORK EXPERIENCE:** Minimum of eight years in philanthropic and institutional fundraising.

RECRUITMENT PROCESS

Please include the following materials in your e-mail submission to localnetworks@unglobalcompact.org with the subject heading: **Consultant, Fundraising for Africa**

1. Cover Letter
2. Resume/CV

Applications will be accepted until **3 August 2023**.