Title: Fundraising Consultant for Asia & Oceania Local Networks

Office: Remote Work in Asia-friendly time zones

Period: 12 Months

Responsibilities and Expected Results

The Fundraising Consultant for Asia & Oceania Local Networks is responsible for fundraising from corporates, foundations and other institutions and foundations to fund the development and implementation of the programmatic work of Global Compact Local Networks in the Asia & Oceania Region.

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 over 65 Local Networks globally, including 15 Local Networks in the Asia & Oceania Region.

In 2021, the UN Global Compact launched a new strategy which focuses on scaling measurable business impact on key global issues, ranging from climate change to human rights, and increasing corporate accountability. The ambition of this strategic shift requires a significant increase and diversification of financial resources.

The Fundraising Consultant for Asia & Oceania Local Networks will be responsible for working with Local Networks to build capabilities and opportunities for ongoing financial growth.

Duties and Responsibilities:

● Carry out donor mapping for the Asia & Oceania Region specifically highlighting fundraising opportunities in countries where Local Networks are based

● Identify funding prospects, partners, analyse donor’s interests and develop criteria for prioritisation and work with Local Networks in Asia & Oceania to write and submit at least 4 sub-regional proposals including for EU/USAID/other funds

● Review and provide recommendations to individual Local Networks in Asia & Oceania on local grant proposals in development including funding budgets and other related documents

● Provide other types of support to Local Networks as necessary including assistance in outreach to donors (i.e. attending online meetings with donors, as well as advising on fund management / reporting)

● Assess current fundraising capabilities of relevant Local Networks and provide counsel on how to build in-country fundraising capacity

● Help Local Networks build capabilities in managing grants through training and capacity-building on fundraising. This will cover capabilities from setting strategy on targeting the donors, proposal writing, reporting and budget development.

Reporting:

● Report to the Senior Manager, Global Operations as well as to the designated Leads from the Asia & Oceania Regional Network Council

● Coordinate with Fundraising team in NY office to streamline regional fundraising efforts and outreach to funders.
Expected Results

- Donor Mapping for the Asia & Oceania region
- Successful submission of at least 4 sub-regional proposals including concept note and full proposal
- Development and delivery of effective training materials with delivery report (participating LNs, content covered, feedback forms) for trainings
- Recommendations provided to Local Networks on individual grant proposals
- Donor Meeting Support

Qualifications

- Extensive experience in institutional fundraising, building relationships with donors, securing large grants.
- Fundraising expertise in the Asia & Oceania 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). Proficiency in another Asian language is desirable.

CORE VALUES:

- **Integrity**: Demonstrates the values of the United Nations in daily activities and behaviors; acts without consideration of personal gain; resists undue political pressure in decision-making; does not abuse power or authority; stands by decisions that are in the Organization's interest, even if they are unpopular; and takes prompt action in cases of unprofessional or unethical behavior.
- **Professionalism**: Shows pride in work and in achievements; demonstrates professional competence and mastery of subject matter; is conscientious and efficient in meeting commitments, observing deadlines and achieving results; is motivated by professional rather than personal concerns; shows persistence when faced with difficult problems or challenges; and remains calm in stressful situations.
- **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 and demonstrates this understanding in daily work and decision-making, examines own biases and behaviors to avoid stereotypical responses, and does not discriminate against any individual or group

EDUCATIONAL AND EXPERIENCE REQUIREMENTS

- **EDUCATION**: A Master’s degree in marketing, business administration, management, economics, political science, social science or related field.
- **WORK EXPERIENCE**: Minimum of five years in philanthropic and institutional fundraising.

RECRUITMENT PROCESS
Please include the following materials in your e-mail submission to hrinquiries@unglobalcompact.org with the subject heading “Consultant, Fundraising, Asia & Oceania Local Networks”:

- Cover Letter providing an overview on their fundraising experience
  Two references that can attest to their fundraising experience
- Resume/CV