



## Terms of Reference – Resource Mobilization Consultancy

Title: Resource Mobilization Consultant

Organization: Vi Agroforestry Regional Office in Nairobi

Duration: 6 months

Location: Flexible

### Introduction:

Vi Agroforestry is a Swedish development organisation working with local communities in East Africa; Kenya, Tanzania and Uganda to fight poverty and climate change through Agroforestry and sustainable agriculture land management. These countries have been severely affected by deforestation and climate change causing devastating effects on both humans and nature. We have so far contributed to the planting of over 155 million trees and supported over 2.4 million farmer families, to improve their livelihoods. Our vision is a sustainable environment that enables women and men living in poverty to improve their lives.

Vi Agroforestry's new strategy for 2023-2027 aspires to diversify funding sources by engaging new institutional donors in order to secure predictable funding for the implementation of the organizational programmes for the strategy period. It is in this regard that Vi Agroforestry seeks to retain the services of an experienced consultant to support its resource mobilisation efforts in increasing and diversifying funding sources beyond traditional funding partners.

### Objectives:

The Resource Mobilization Consultant will support Vi Agroforestry to achieve the following objectives:

1. New funding opportunities - Identify and evaluate potential funding opportunities and partnerships for Vi Agroforestry.
2. Improved understanding of donors and what's guiding their priorities and decisions
3. Effective strategic donor communication in place
4. Staff having knowledge and experience of how to develop and execute donor engagement strategies.
5. Increase approved application success rate.



### Scope of work:

Under the overall guidance of the Regional Director and in close collaboration with the Resource Mobilization team, the Resource Mobilization Consultant will:

1. **Review of Vi Agroforestry's Resource Mobilization Strategies:** Conduct a review of Vi Agroforestry's current resource mobilization strategic documents, including strengths, weaknesses, and opportunities for improvement as well as provide advice on necessary adjustments.
2. **Mapping of funding sources and opportunities:** Facilitate the Vi Agroforestry team in mapping of potential funding sources beyond the current list of profiled donors, including institutional donors, private foundations, and government agencies. This includes identifying key trends and emerging opportunities in the fundraising landscape.
3. **Development of Donor Engagement Strategy:** In collaboration with resource mobilisation team, develop and or update and support implementation of a donor engagement strategy at country offices.
4. **Proposal Development Support:** Provide guidance and technical support in the designing and the development of proposals and grant applications that align with Vi Agroforestry's mission and priorities and meet the requirements of potential funders.
5. **Understanding of Innovation and Donor Expectations:** Offer guidance to enhance the organization's understanding of evolving trends and donors' expectations in relation to innovation, consortium arrangements, private public and development sector engagement efforts, and other climate financing arrangements.

### Deliverables:

The Resource Mobilization Consultant will be expected to deliver the following:

1. Recommendations for improvements on Resource Mobilisation strategic documents.
2. Updated donor list that maps potential donors' strategic areas of interest, priorities, funding windows, and potential opportunities for partnerships from emerging donors (both traditional and non-traditional).
3. In collaboration with resource mobilisation team develop and support roll out of at least one strategic donor communication plan for one donor in each country office.
4. Compelling proposals and grant applications that align with Vi Agroforestry strategy - in collaboration with the resource mobilisation team support in development of one solicited and an unsolicited proposal per country.
5. Guideline outlining how collaborative partnerships, technologies and other innovations can be effectively utilised for resource mobilisation.

### Competencies / Skills

The consultant will be identified and selected based on relevant work experience in a similar role and assignments, ability to deliver, analytical skills, educational qualifications, and familiarity with development cooperation in general.

The consultant should therefore have the following:

- An advanced university degree in Social Sciences, Development, Environment and Climate Change, Business Administration, Communication, or a related field
- In-depth knowledge and understanding of the development landscape particularly on Agriculture/ Environment and Climate Change in East Africa



Vi Agroforestry

- Proven experience in the development sector, minimum 5 years' experience preferably in resource mobilization including proposal and report writing.
- Excellent knowledge of key donors focused on Sub Saharan Africa

#### How to apply

Send an application letter specifying by email to Vi Agroforestry Regional Director through [procurement.roea@viagroforestry.org](mailto:procurement.roea@viagroforestry.org)

The application letter should include:

- Your CV
- Two references (name, email, phone)
- Maximum of 3 pages concept note and proposed budget with work plan
- 1 page list of similar work done by you or your firm. References related to the execution of similar assignments.
- Reasonable consultancy cost

Deadline of Application: **18<sup>th</sup> October 2023**