

# Foundation for the Global Compact

Consultant Opening | Consultant, Fundraising for Eastern Europe and Central Asia Local Network Regional Network Council (RNC)



**TITLE:** Consultant, Fundraising for Eastern Europe and Central Asia Local Network Regional Network Council (RNC)  
**OFFICE:** Dubai Regional Hub, UN Global Compact. Remote Work  
**CONTRACT PERIOD:** 6 months (possibility of extension)  
**TITLE OF SUPERVISOR:** Regional Head, Global Operations

## RESPONSIBILITIES AND EXPECTED RESULTS

The Fundraising Consultant is responsible for attracting financial resources for UN Global Compact Local Networks in Eastern Europe as well as in Central Asia, from institutions and foundations, prioritizing operational and programmatic funding that can simultaneously support several countries in the 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. UN Global Compact Local Networks advance the UN Global Compact initiative and its Ten Principles at the country level. Globally, there are over 62 Local Networks including 10 Local Networks in the Eastern Europe Region.

The UN Global Compact's strategy for 2024-2025 focuses on scaling measurable business impact on key global issues, ranging from climate change to human rights, and increasing corporate accountability. The ambitions of this strategic shift requires a significant increase and diversification of financial resources.

The Fundraising Consultant will be responsible for drafting proposals and outreaching to potential donors to attract operational and/or programmatic funding for the region.

## DUTIES AND RESPONSIBILITIES:

- Identify on an ongoing basis diversified sources for regional funding including from donor institutions and private foundations indicated in a donor mapping.
- Submit at least 5 regional proposals including for EU funds, (not limited to announced calls, but also through proactive outreach to large development agencies, international institutions, and private foundations).
- Prepare customized Local Network portfolio overview/general background information template for each Local Network to feed into local grant proposals reflecting the value proposition offering
- Provide a review of and recommendations to each Local Network on one individual/local grant proposal.
- Facilitate monthly fundraising sessions with Local Networks and HQ fundraising colleagues to liaise on fundraising strategies and good practice.

## REPORTING:

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- Report to the Regional Head as well as to the designated leads from the Local Networks.
- Coordinate with the Fundraising team in HQ to streamline regional fundraising efforts and outreach to funders.

## EXPECTED RESULTS

- Submission of at least 5 regional proposals (including concept note and/or full proposal) with primary focus on significant funding opportunities.
- Review and recommendations provided to each Local Networks on one individual/local grant proposal.
- Regularly updated donor mapping to identify fundraising prospects.
- Customized portfolio overview/general background information template for each Local Network.
- Monthly fundraising sessions.

## QUALIFICATIONS

- Extensive experience and proven record in institutional fundraising, building relationships with donors, securing large grants (amounting to 500K USD and above).
- Fundraising experience for the Eastern Europe and Central Asia 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).
- 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 Masters degree in marketing, business administration, management, economics, political science, social science or related field.

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- **WORK EXPERIENCE:** Minimum of five years in institutional fundraising. Proven record of securing large grants, amounting to 500K USD and above.

## RECRUITMENT PROCESS

Please include the following materials in your email submission with the subject heading **“Consultant, Fundraising for Eastern Europe and Central Asia Local Network Regional Network Council (RNC)”** to [UNGC1@unglobalcompact.org](mailto:UNGC1@unglobalcompact.org)

- A CV providing an overview on their fundraising portfolio detailing projects and funds raised.
- Two references that can attest to their fundraising experience.
- A list of fundraising projects and track record on funds raised.

Please submit your application **by 11 December 2023**.