



Partnership and resource mobilization consultant

Position	Partnership and resource mobilization consultant		
Type of contract	Consultancy	Location	Malawi
Duration	6 months	Start date	August 2020

1. Background and context

Bountifield International is a global non-profit that creates opportunities across Africa for rural entrepreneurs with tools and services to efficiently process, save, and sell more food (www.bountifield.org).

Since 2009, Bountifield has been in Malawi, developing and promoting labor-saving technologies to strengthen domestic value chains in legumes, including small-scale hand-operated and small-motorized shellers for groundnuts. Bountifield is now working with a local manufacturer and local distribution partners. We are deepening our business model to include a range of crops and postharvest technologies to increase local food supply. This includes a strong technology package to support fee for service business development, local repair and maintenance capacity, and a strong brand for rural entrepreneurs.

Bountifield's institutional donor funding is set to expire in Malawi at the end of 2020. As such, the organization is putting its energy into new business development and funded activity that can already get started in early 2021. To this end, Bountifield is contracting an experienced consultant to lead the design of a resource mobilization strategy and action plan that builds on existing work and aligns with Bountifield's new strategic vision and direction. The objective of the strategy and action plan is to mobilize the necessary financial resources to build sustainable support for the activities of Bountifield in Malawi over the next 3-5 years.

2. Scope of the assignment

Under the overall supervision of Bountifield's CEO, the consultant will work closely with the Global Team Lead, the Africa Program Manager, and the Country Representative in Malawi. The consultant will be responsible for providing expert technical assistance in the following areas:

- a) **Partner and donor identification and strategy development** – During the first month of the consultancy, the consultant will conduct a mapping exercise of the partner and donor landscape in post-harvest agriculture and technology interventions in Malawi. The aim is to identify potential partners and institutional donors that meet the criteria, as agreed with Bountifield. The consultant can do this through a combination of desk research and by using professional contacts to identify high-potential opportunities and develop a strategy for the rest of the consultancy period.
- b) **Plan of action to access and cultivate potential partners and donors** – Based on the partner/donor mapping, the consultant will propose a plan of action with a short list of partners and donors to target over the following four (4) months – the “cultivation” period. The consultant will be responsible for coordinating with Bountifield's staff to make introductions as relevant, organize virtual meetings and presentations to “pitch Bountifield” to potential partners and

institutional donors. The goal is to develop opportunities for partner alliances and result in proposal invitations from the cultivated institutional donors.

- c) **Concept note and proposal writing** – During the ‘cultivation’ period, the consultant’s efforts should result in funding opportunities, with a total potential value of US\$1-3 million. The consultant will lead or support the proposal development process to respond to such opportunities. The consultant role in the proposal writing process will be determined with Bountifield on a case-by-case basis. The consultant is expected to write at least one concept note and support at least one full proposal.

3. Expected Deliverables

The consultant will be remunerated based on lump-sum payments as per the below schedule of deliverables. Payments are based on satisfactory deliverable, approved by the Bountifield CEO.

Item	Description	Submission date	Payment (%)
Deliverable 1	Proposed partnership and resource mobilization strategy.	August 2020	30%
Deliverable 2	Resource mobilization action plan and initial outreach with potential partners.	September 2020	30%
Deliverable 3	Concept notes/proposals submitted leading to a pipeline of at least US\$1million.	December 2020	40%

4. Timeline and budget

The total duration of the contract assignment will be an aggregate period of up to 30 days commencing August 2020, over a 5-6-month period.

5. Consultant Qualifications

- Extensive knowledge of the Malawi development environment and high-level contacts with both NGOs and donor agencies.
- Track record of program development and successful resource mobilization.
- Experience in conducting negotiations within an African context (local organizations, government agencies or international NGOs).
- Demonstrated experience in developing working relationships with resource partners in Malawi (be they governments, foundations, multilateral organizations, and bilateral aid agencies).
- Strong interpersonal skills to relate and communicate with a wide range of stakeholders.
- Familiarity with small-scale agricultural technology and agribusiness.
- Excellent writing skills in English.

6. Submission deadline

To be considered for this assignment, please submit a cover letter outlining interest and relevant experience, a full CV, and a brief proposal or plan consisting of the approach and budget (2 pages max). Send your submission to Mai@Bountifield.org no later than August 31, 2020.