

Global Water Partnership Eastern Africa

Terms of Reference (ToR)

Position: Resource Mobilization Consultant for Global Water Partnership Eastern Africa

Contract Type: Individual Consultant – Framework Agreement

Duration: June to December 2025 (renewable upon satisfactory performance)

Duty Station: Remote with potential travel to Entebbe, Uganda

Reports to: Regional Coordinator, GWPEA

1. Background

The Global Water Partnership Eastern Africa (GWPEA) is part of the GWP global network working to advance integrated water resources management for sustainable and climate-resilient development. To increase the impact and scale of its initiatives, GWPEA seeks to strengthen its resource mobilisation strategy by engaging a qualified consultant to support in identifying, developing, and submitting high-quality funding proposals on a needs basis.

2. Objectives of the Assignment

The main objective of the consultancy is to support GWPEA in securing new funding through the development and submission of competitive proposals to various donors. The consultant will work under a framework agreement and will be engaged on a needs basis, with compensation linked to deliverables and proposal outcomes.

3. Scope of Work

- Identify funding opportunities aligned with GWPEA's strategic priorities and programming.
- Lead or support the preparation of high-quality grant proposals, concept notes, and expressions of interest (EOIs).
- Work with GWPEA technical teams and partners to gather technical content and data for proposals.
- Develop or contribute to logical frameworks, results frameworks, budgets, and workplans.
- Adapt proposals to different donor requirements, templates, and languages.
- Monitor donor trends and provide strategic advice on engagement opportunities.
- Support updates and maintenance of a donor database and funding pipeline.
- Provide inputs to fundraising strategies, cases for support, and donor briefs.

- Participate in review meetings for lessons learned from submitted proposals.

4. Deliverables

Note: Compensation may include a base rate and success-based bonuses linked to proposal outcomes.

- Successful submission of donor proposals and concept notes (minimum 3 expected over the period).
- Proposal packages including narrative, budget, logframe, and annexes.
- Report on donor mapping and funding opportunities relevant to GWPEA.
- Monthly status updates (if engaged in active assignments).
- Final consultancy report summarizing assignments, successes, and recommendations.

5. Duration and Timeframe

The framework agreement will be valid from June to December 2025. Engagement will be on a needs basis, with tasks and days agreed per assignment. Contract may be renewed based on performance and funding availability.

6. Qualifications and Experience

- Master's degree in international development, Environmental Studies, Water Resources Management, Public Policy, Development Studies, or related fields.
- At least 7 years of proven experience in resource mobilisation, proposal writing, or fundraising, preferably in water, environment, or climate sectors.
- Demonstrated success in writing winning proposals for bilateral, multilateral, and philanthropic donors (at least 2 successful proposals).
- Strong analytical and writing skills with the ability to synthesize technical input into compelling documents.
- Familiarity with donor rules and guidelines (e.g., EU, USAID, GCF, AfDB, UN, SDC, NORAD, etc.).
- Excellent interpersonal and coordination skills, able to work with multi-disciplinary and multi-cultural teams.
- Fluent in English; working knowledge of French is an asset.

7. Application Process

Interested candidates should submit the following documents by **27th June 2025, no later than 5:00 PM EAT**, to gwpvacancy@nilebasin.org with the subject line: **"Application – Resource Mobilization Consultant (Framework Agreement 2025)":**

- Motivation letter
- Updated CV
- 2 samples of previously developed proposals or concept notes (can be anonymised)
- Financial proposal (daily rate + success fee approach if applicable)