

GLOBAL ALLIANCE FOR TRADE FACILITATION

Resource Mobilization Consultant

The Global Alliance for Trade Facilitation is a Public Private Partnership supporting developing countries in implementing the World Trade Organization's Trade Facilitation Agreement (TFA). The Alliance is a joint effort hosted by the Center for International Private Enterprise (CIPE), the International Chamber of Commerce (ICC), and the World Economic Forum (WEF), in cooperation with the German Agency for International Cooperation (GIZ).

The Alliance brings together leading donors, local and global businesses, and international institutions to help deliver on the potential of trade facilitation to enable trade-led development. The Alliance public private partnership approach is a key ingredient in its success along with its ability to measure the impact of its work, aiming to deliver a fresh and innovative approach to aid-for-trade. While the government partners set the direction and the priorities, the private sector provides first-hand insight into areas where trade is subject to friction at borders. By leveraging the expertise of all stakeholders involved, the Alliance delivers focused, practical projects on the ground that result in measurable impact.

As part of its development plans, the Alliance is looking for the right consultant to deliver services in line with the Terms of Reference stated below.

Position	:	Time-limited consultancy
Reporting To	:	Alliance Director
Collaborating with	:	Management Team
Location	:	Flexible
Contract	:	Consultancy – on basis of deliverables

Objective:

The objective is to develop a resource mobilization strategy and establish a clear overview of current and potential funding opportunities for the Alliance, to increase the long-term sustainability.

Specific Tasks

- Light touch review of the Alliance's history and context to understand its trajectory of development and current positioning in the aid-for-trade ecosystem. This will require a review of the strategic development documentation prepared by the Alliance Management Team in consultation with the Alliance Steering Group and Host Organisations.
- Share knowledge on the worldwide donor ecosystem by assessing current trends and interests

of government, institutional and private sector funders. Emphasis will be placed on recent geopolitical shifts and their implications for donor funding strategies, including potential shifts in funding directions and thematic priorities.

- Mapping the Alliance current positioning and extent of activities and cross-referencing with donor priorities to align Alliance capabilities to current sources of funding.
- Develop a plan to engage donors, foundations, corporations, and other stakeholders and set associated objectives.

Deliverables:

- A detailed report including:
 - A landscape mapping of all possible funding sources directly relating to trade facilitation or whose macro objectives can be supported by trade facilitation. (e.g., food security, healthcare, environment).
 - An evaluation of Alliance activities and cross-referencing them with the identified potential funding sources.
 - A detailed action plan establishing the steps that the Alliance should take to pursue funding opportunities that have been identified.
- An annex that maps donor interests worldwide: priorities, funding windows, typical funding amounts, focal points, samples of successful project applications, and clear actions that should be taken to mobilize resources and develop and maintain relationships with donors.
- Introductions to key individuals within donor organisations which may be interested in the work of the Alliance
- A set of master proposal templates to potential donors (number to be determined).

Experience and qualifications:

- At least 10 years of professional experience, including working on projects and programs relevant to the Alliance's core areas of work, including international development, trade, border management, and supply chain compliance, among others.
- In-depth understanding of donor operations, approach to funding, and funding cycles. Ideally, experience in working with foundations and private sector related funding activities.
- Knowledge of trends in funding in international development and trade, corporate and individual philanthropy, corporate social responsibility and sustainability, and impact investing.
- A strong network and a demonstrated ability to grow that network in audiences the Alliance seeks to reach, including international donors, foundations, corporations, etc.
- Proven track record of generating significant funding.
- Experience of working in multicultural contexts.
- Strong analytical, strategic thinking and planning skills and an ability to work under tight deadlines.

- Proficiency in English. Working knowledge of French and/or Spanish would be an advantage.

To apply, please submit your CV and cover letter highlighting relevant experience, as well as an indicative timeline and budget to complete deliverables to: alliancecommunications@iccwbo.org by September 25, 2023.