

Call for Curricula for a position as Consultant

Fundraising Consultant to support the A.MI.CO. Program’s initiatives

CFCV 2023 08 **EXT**

I. INFORMATION on the assignment	
Title of Assignment	Fundraising Consultant to support the A.MI.CO Program’s initiatives
Section	M&D
Location	Homebased
Duration	From the 1st of April 2023 to the 30th of June 2023.
CFCV Closing Date	April 01, 2023
Start date	As soon as possible

II. ORGANIZATIONAL CONTEXT AND SCOPE

IOM’s Coordination Office for the Mediterranean designs and implements initiatives whose aim is to promote the role of diaspora organizations in the social, economic, and cultural growth of the countries they bridge. Since 2011, IOM Italy has carried out numerous capacity-building initiatives directed to local diasporic organizations operating in Italy. Thanks to the contribution of the Italian Ministry of Foreign Affairs and International Cooperation, IOM projects contribute to the achievement of the Sustainable Development Goals set out in the UN’s 2030 Agenda.

Among such initiatives, the Migrant Association for Co-Development program (A.MI.CO.) aims to assist and fund local diaspora organizations in the design and promotion of co-development projects. In this framework, a manual on project development and implementation ([Manuale di progettazione per Associazioni di Migranti](#)) tailored on diaspora organizations’ specificities and needs has been developed in 2019. IOM Italy intends to integrate this manual with an extra module related to fundraising, in particular: one-to-many and corporate fundraising.

Organizational Department / Unit to which the Consultant is contributing:

Migration and Development Unit, project “A.MI.CO. – Migrants’ Associations for Co-Development” (MD.0026).

III. RESPONSIBILITIES AND ACCOUNTABILITIES

Category B Consultancy - The selected consultant will develop a thematic written module (max 10 pages), in Italian, on fundraising for diaspora organizations with particular relation to: one-to-many and corporate fundraising. He/she will be responsible for the following activities:

- Attend one preliminary coordination meeting with IOM team (either in presence or online);
- Perform a remote need assessment involving diaspora organizations to understand their needs in term of fundraising and present data results to IOM;
- Develop a draft table of content based on the needs collected among associations;
- Draft a first version of module in Italian for IOM revision and comments;

- Develop a final version of the module based on IOM feedback and comments;
- Present the content and the module structure in the framework of an internal meeting involving IOM and key stakeholders.

Performance indicators for the evaluation of results:

- 1 need assessment performed
- 1 thematic module developed

IV. DESIRABLE QUALIFICATIONS AND EXPERIENCE

Education:

- University Degree in Social studies, Development Studies, Political Science, Law, Economy or related field;
- Post graduate studies in fundraising combined with at least 4 years of relevant professional experience in fundraising. In the absence of post graduate studies in fundraising: at least 6 years of relevant professional experience in fundraising.

Professional experience and other requirements:

- Demonstrated experience in developing training material for adult education;
- Demonstrated experience in working with non-profit organizations;
- Professional experience in organizing and facilitating workshops will be considered an advantage;
- Context knowledge or previous professional experience with diaspora organizations will be considered an advantage;
- Excellent writing and presentation skills;
- Professional experience in writing reports and documents in Italian and English;
- Computer skills, specifically hands-on experience in the usage of MS Office.
- Travel required upon request

V. LANGUAGES

- Fluency in written and spoken Italian and English.

VI. COMPETENCIES

Values

- **Inclusion and respect for diversity:** respects and promotes individual and cultural differences; encourages diversity and inclusion wherever possible.
- **Integrity and transparency:** maintains high ethical standards and acts in a manner consistent with organizational principles/rules and standards of conduct.
- **Professionalism:** demonstrates ability to work in a composed, competent and committed



manner and exercises careful judgment in meeting day-to-day challenges.

Core Competencies – behavioural indicators

- **Teamwork:** develops and promotes effective collaboration within and across units to achieve shared goals and optimize results.
- **Delivering results:** produces and delivers quality results in a service-oriented and timely manner; is action-oriented and committed to achieving agreed outcomes.
- **Managing and sharing knowledge:** continuously seeks to learn, share knowledge and innovate.
- **Accountability:** takes ownership for achieving the Organization's priorities and assumes responsibility for own action and delegated work.
- **Communication:** encourages and contributes to clear and open communication; explains complex matters in an informative, inspiring and motivational way.

Interested candidates shall submit:

- A Curriculum Vitae in English, including two references contacts;
- A technical proposal for the achievement of the above mentioned outputs;
- A financial offer (please do not include travel costs);
- Copy of previous relevant materials (if available).

to the following e-mail address: applicationsiomitaly@iom.int within **01.04.2023**, **specifying as subject: CFCV 2023 08 EXT**

Only pre-selected candidates will be further contacted for the interview.

Any offer made to the candidate in relation to this vacancy notice is subject to funding confirmation.

Candidates who do not possess the above requested qualifications will not be taken into consideration.

Only pre-selected candidates will be further contacted for the interview.

Posting period: From 22.03.2023 to 01.04.2023.