



CONSULTANCY - TERMS OF REFERENCE

Fundraising consultant (Venture Fund)

Division: UNICEF Office of Innovation, Stockholm, Sweden

Duration: 3 Months

Duty Station: Remote, coordinates with Stockholm office.

Advertising summary

The UNICEF Venture Fund is a pooled funding vehicle specially designed to finance early stage, open-source frontier technology that can benefit children. We are looking for a consultant to provide strategic advisory on fundraising opportunities and prospects for the Venture Fund from high net worth individuals and foundations, with a focus on those from emerging markets and tech, financial sector and investing industries. The Venture Fund aims to tap into opportunities for whom the Fund presents a unique value proposition complementary to other UNICEF philanthropy engagements. The consultant should have connections with relevant networks in the defined industries and regions, a good understanding of trends in venture and other philanthropy and in innovative financing structures.

Child Safeguarding

Is this project/assignment considered as "Elevated Risk Role" from a child safeguarding perspective? YES NO

If YES, check all that apply:

Direct contact role YES NO

If yes, please indicate the number of hours/months of direct interpersonal contact with children, or work in their immediately physical proximity, with limited supervision by a more senior member of personnel:

Child data role YES NO

If yes, please indicate the number of hours/months of manipulating or transmitting personal-identifiable information of children (name, national ID, location data, photos):

More information is available in the [Child Safeguarding SharePoint](#) and [Child Safeguarding FAQs and Updates](#)

Summary

UNICEF works in some of the world's toughest places, to reach the world's most disadvantaged children. To save their lives. To defend their rights. To help them fulfill their potential.

Across 190 countries and territories, we work for every child, everywhere, every day, to build a better world for everyone.

And we never give up.

For every child...innovate

UNICEF has a 70-year history of innovating for children. We believe that new approaches, partnerships and technologies that support realizing children's rights are critical to improving their lives.

The Office of Innovation is a creative, interactive, and agile team in UNICEF that sits at the intersection of working on material global issues, start up thinking, technology and partnerships that can scale solutions. We look to form partnerships around frontier technologies (including AI, drones and UAVs, blockchain, wearables and sensors, and 3D-printing) that exist at the intersection of \$100 billion markets and 1 billion person needs.

The Office of Innovation's Venture Fund (unicefventurefund.org) is a pooled funding vehicle specially designed to finance early stage, open-source technology that can benefit children. The core motivation of the Venture Fund is to identify clusters or portfolios of initiatives around emerging technology – so that UNICEF can both shape markets and learn about and guide these technologies to benefit children. We invest in solutions that can impact the lives of the most vulnerable children. The Venture Fund is supported by a range of public, corporate and philanthropic partners and is able to accept contributions in cryptocurrency and fiat. The Fund has successfully engaged partners through different models, including for direct contributions to the pooled fund, providing pipeline for equity investors, and providing acceleration services for other funders providing capital to early stage companies. The Fund is currently setting up a generative funding model, where successful ventures pledge to contribute back to the Venture Fund based on revenue and profitability targets.

How can you make a difference?

UNICEF's Office of Innovation (OOI) is looking for a consultant to provide strategic advisory on fundraising opportunities and prospects for the Venture Fund from philanthropic high net worth individuals and foundations, with a focus on those from emerging markets and tech, financial sector and investing industries. The consultant will work with the Venture Fund and Partnerships & Communications teams in the Office of Innovation.

[United Nations Children's Fund](#)

The successful consultant will ideally have connections with relevant networks in the defined industries and regions, a good understanding of trends in venture and other philanthropy and in innovative financing structures. The consultant will have experience in mapping prospects, articulating the relevant opportunities and entry points and developing an engagement strategy for the Venture Fund to diversify its partners and increase its income from unique sources.

Your main responsibilities will include:

- Provide a mapping of high network individuals, foundations and philanthropists prospects from emerging markets, with a focus on Latin America, South East Asia and the Middle East – including an overview of priority areas and match against the Venture Fund’s unique value add
- Prioritise opportunities for immediate engagement and longer term relationship building based on entry points and funding award processes
- Develop an engagement strategy for the Venture Fund team and the Partnerships & Communications teams of the OOI to achieve the Fund’s objectives for diversification and growth
- Propose specific positioning and key messages for priority prospects

Description of assignment

	Tasks	Deliverables	Timeframe / Delivery date
1	Mapping		30% of tasks outlined, see payment schedule below
		Define priority sectors and regions	Month 1
		Table of prospects with key information on each	Month 1
2	Prioritisation and Engagement strategy		70% of tasks outlined, see payment schedule below
		Prioritise prospects with VF and P&C teams	Month 2
		Develop strategy for immediate / short-term engagement – draft 1	Month 2
		Develop strategy for long-term relationship	Month 2

		development and engagement – draft 1	
		Final drafts based on feedback	Month 3

To qualify as an advocate for every child you will have...

- An advanced university degree (Master’s or higher) in Communications, PR, Business Administration, or other relevant fields.
*A first University Degree in a relevant field combined with 2 additional years of professional experience may be accepted in lieu of an Advanced University Degree.
- A minimum of eight years of relevant professional, practical experience.
- Proven track record of engagement with networks and individuals relevant to philanthropy, venture philanthropy and innovative financing opportunities
- Demonstrated experience in providing consulting and advisory services in relevant domains
- Demonstrated understanding of impact investing, innovative financing and related fundraising concepts, trends and landscape
- Excellent research, written and verbal communication skills.
- Fluency in English is required. Knowledge of another official UN language (Arabic, Chinese, French, Russian or Spanish) or a local language is an asset.

Travel:

- No travel is expected for this assignment

Payment details and further considerations

- € Payment of professional fees will be based on the submission of agreed deliverables. UNICEF reserves the right to withhold payment in case the deliverables submitted are not up to the required standard or in case of delays in submitting the deliverables on the part of the consultant.
- € Payment schedules as per outlined tasks are:

Task	Mapping	Prioritisation and engagement strategy	Total
Timeframe	%	%	%
Month 1	30%	0	30
Month 2	0	35%	35
Month 3	0	35%	35
Total	30	70	100

How to apply:

- € Interest applicant is required to submit a financial proposal with all-inclusive fee. Please see the financial proposal template.
- € **Applications without a financial proposal will not be considered.**

For every Child, you demonstrate...

UNICEF's values of Care, Respect, Integrity, Trust, Accountability, and Sustainability ([CRITAS](#)).

To view our competency framework, please visit [here](#).

UNICEF is here to serve the world's most disadvantaged children and our global workforce must reflect the diversity of those children. The UNICEF family is committed to include everyone, irrespective of their race/ethnicity, age, disability, gender identity, sexual orientation, religion, nationality, socio-economic background, or any other personal characteristic.

UNICEF offers reasonable accommodation for consultants/individual contractors with disabilities. This may include, for example, accessible software, travel assistance for missions or personal attendants. We encourage you to disclose your disability during your application in case you need reasonable accommodation during the selection process and afterwards in your assignment.

UNICEF has a zero-tolerance policy on conduct that is incompatible with the aims and objectives of the United Nations and UNICEF, including sexual exploitation and abuse, sexual harassment, abuse of authority and discrimination. UNICEF also adheres to strict child safeguarding principles. All selected candidates will be expected to adhere to these standards and principles and will therefore undergo rigorous reference and background checks. Background checks will include the verification of academic credential(s) and employment history. Selected candidates may be required to provide additional information to conduct a background check.

Remarks:

Only shortlisted candidates will be contacted and advance to the next stage of the selection process.

Individuals engaged under a consultancy or individual contract will not be considered "staff members" under the Staff Regulations and Rules of the United Nations and UNICEF's policies and procedures, and will not be entitled to benefits provided therein (such as leave entitlements and medical insurance coverage). Their conditions of service will be governed by their contract and the General Conditions of Contracts for the Services of Consultants and Individual Contractors. Consultants and individual contractors are responsible for determining

their tax liabilities and for the payment of any taxes and/or duties, in accordance with local or other applicable laws.

The selected candidate is solely responsible to ensure that the visa (applicable) and health insurance required to perform the duties of the contract are valid for the entire period of the contract. Selected candidates are subject to confirmation of fully-vaccinated status against SARS-CoV-2 (Covid-19) with a World Health Organization (WHO)-endorsed vaccine, which must be met prior to taking up the assignment. It does not apply to consultants who will work remotely and are not expected to work on or visit UNICEF premises, programme delivery locations or directly interact with communities UNICEF works with, nor to travel to perform functions for UNICEF for the duration of their consultancy contracts.