



Reimagining Industry to Support Equality

TERMS OF REFERENCE
Institutional and Corporate Fundraiser
July 1, 2024 – June 30, 2025

BACKGROUND

RISE (Reimagining Industry to Support Equality) is a new collaboration focused on accelerating and expanding gender equality and women’s empowerment across global supply chains, through the delivery of workplace interventions and greater cross-sector collaboration. Our mission is to empower women workers, embed gender equality in business practice and catalyze systems change with an initial focus on the apparel, footwear, and home textile sectors. RISE is a membership organization that works with the world’s largest apparel and footwear brands as well as suppliers as members. Founded by BSR, CARE, ILO-IFC Better Work, and Gap In, RISE is hosted by BSR with a longer-term intention of becoming an independent not-for-profit entity.

RISE is now seeking the support of a fundraising contractor to help us achieve our new fundraising strategy and plans for significant expansion of our work. RISE has a mixed funding model and receives funding from private sector, philanthropic foundations, corporate foundations, bilateral agencies and could receive funding from multilateral agencies. This role will support RISE on grant fundraising.

We are looking for a self-starter with strong grant fundraising experience and network who is equally happy partnering with the team on new project ideas, writing proposals, expanding prospects and presenting to donors. We expect you to share our commitment to seeking a fairer future for women working in global supply chains and wants to join us to help scale our work through year-on-year income growth.

Time commitment: On average of 2-3 days/week with some periods being more intense than others.

Location: The Contractor can be remote, preferably located in the US or Europe. The person will report to the Executive Director, based in London.

SCOPE OF WORK:

Proposal and Concept Development

- Partner with subject matter experts at RISE to brainstorm and develop impactful new project ideas and turn these into concept notes or fundraising campaigns.
- Lead on grant proposal development for priority concepts. This involves drafting a compelling project narrative that translates our work for a donor audience, as well as program activities and outcomes, and a logical framework or theory of change.
- Lead on development of case for support, capability statements and pitch materials.
- Lead on complex, multi-year budget development for proposals in compliance with donor requirements and in line with RISE and BSR operational, financial and compliance guidelines for grant funding.
- Work with RISE Executive Director and wider RISE team on developing a healthy grant pipeline.

Donor Engagement

- Build on RISE's existing donor networks and relationships to lead donor engagement and secure new funding in support of RISE's priority action areas. This will involve:
 - Broadening RISE's base of donors by identifying priority donor targets and seeking ways to build new donor relationships, with particular focus around philanthropic foundations, corporate foundations and bilateral agencies.
 - Maintaining regular communications with relevant donors and seeking ways to involve them in RISE's work.
 - Partner with RISE Associate Director for Business Partnerships on development and outreach to RISE members on grant funding opportunities, in particular collaborative or joint opportunities.
 - Developing and implementing outreach plans for priority concepts.
 - Lead on or partner with RISE subject matter experts and leadership on donor presentations and pitch-meetings.
 - Keeping RISE team up to date with donor intelligence.
 - Represent RISE, as agreed, at relevant conferences or events where RISE priority donors are present.

Fundraising planning

- Work with Executive Director to develop annual workplans for fundraising/business development/partnership building.
- Input into fundraising strategy and strategic reviews – including priority areas of focus, strategies for increasing grant funding, and ways to enhance internal collaboration with content experts.

The Scope of Work is not an exhaustive list of duties but is intended to reflect a range of duties the consultant will perform. The Fundraising Contractor agree priorities with RISE Executive Director. The Scope of Work will be reviewed regularly and may be changed in the light of experience and in consultation with the Contractor.

EXPERIENCE

- At least 10 years of relevant professional experience with developing and winning grants including writing concepts, high quality grant proposals.
- Demonstrated expertise with conveying a theory of change and developing logframes, budgets, and work plans for complex, multi-year and global projects in collaboration with program team.
- Good understanding of gender equality, women's economic empowerment and the private sector's role in achieving the SDGs.
- Knowledge of the international donor landscape and trends, with existing networks and demonstrable success in securing grant funding from a diverse group of donors including private and corporate foundations and governments.
- Ability to drive strategic work and engage colleagues around collective action/implementation.
- Demonstrated fluency in English, including advanced writing and editing, with the ability to communicate ideas effectively and concisely.
- Well-developed interpersonal skills for working with diverse teams, including across diverse geographies and interacting with senior staff in donor organizations.
- Excellent presentation and facilitation skills.
- Proficient with Microsoft Office.
- High ethical standards and commitment to RISE core values of agency, inclusion and collaboration.

REPORTING

The Contractor will report to the Executive Director and work closely with the Associate Director Business Partnerships, Program Director and Country and Program Managers. The Contractor will also partner with work closely with the BSR Grants and Foundation team.

APPLICATION

- Candidates who wish to apply are requested to submit the following documents:
 - Covering letter addressing relevant experience for the role, including
 - Current CV – no more than two pages

Please send applications to recruitment@riseequal.org and reference the position title 'RISE Fundraising Contractor' in the email title and file name by 29 May 2024.

PAYMENT

The contractor fees and terms will be agreed in advance. The consultant will be responsible for his/her own taxes and other statutory obligations.

CONFIDENTIALITY & INTELLECTUAL PROPERTY

The consultant is expected to maintain the confidentiality of all programs related information. All reports, data and other materials generated by the contractor will be the property of RISE.

Only suitable candidates will be contacted for an interview.

