



# Africa Fundraising & Partnerships

## Coordinator

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**Starting Date:** 23 January 2023

**Salary:** TBC based on candidate location

**Contract type:** Consultancy, One year (renewable)

**Location:** Africa – Location TBD

**Application closing date:** 21<sup>st</sup> November 2022

## About Better Cotton

Better Cotton is the world's largest cotton sustainability programme. Our mission: to help cotton communities survive and thrive, while protecting and restoring the environment. In challenging times, we are meeting the challenge head on. Through our network of field-level partners we have trained over 2.5 million farmers - from the smallest to the largest - in 25 countries in more sustainable farming practices. A quarter of the world's cotton is now grown under the Better Cotton Standard. We have united the industry's stakeholders behind our efforts, from ginners and spinners to brand owners, civil society organisations and governments. Everyone who cares about cotton and its sustainable future can now be part of something better.

## About the role

Better Cotton has recently developed its '2030 strategy' - in response to the climate crisis and the persistent demand for better working conditions and environmental issues for cotton farmers. We have identified five key areas of need to help transform cotton production for the communities we serve; **climate change mitigation, pesticide use, smallholder livelihoods, women's empowerment, and soil health.**

As part of this move towards sustainability Better Cotton is expanding its programmes in West Africa. The Africa Fundraising & Partnerships Coordinator will cover a) the development of an Africa funding plan and strategy; b) relationship-building and advancement of partnerships in key countries across Africa; c) the development of concept notes and proposals to fund operations in Africa and support New Country Start Ups (NCSU); and d) field-level consultations.

The Africa Fundraising & Partnerships Coordinator will report directly to the Africa Programmes Manager Fundraising and matrix-managed by the Programme Development Manager. This challenging role offers excellent opportunities for personal and professional development. The role presents a chance to shape resource mobilisation for Better Cotton across Africa. We are looking for a dynamic and enthusiastic individual motivated to drive more financing and investment into sustainable cotton production in Africa.

## Key Responsibilities

### Strategy

- Consult internally and externally to develop a funding plan for Better Cotton's work on the African continent, particularly for New Country Start Ups (NCSU).
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- Consult internally and externally to develop an income generation strategy for Better Cotton in Africa that will help to deliver the 2030 strategy.
- Develop and design thematic and/or country projects or programmes suitable for funding.
- Identify potential investment opportunities to improve the livelihoods of smallholder farmers.

## Fundraising & Grant Management

- Donor Relations: Cultivate and manage relationships with donors in Africa.
- Assess prospective funding opportunities by liaising with different teams, identify possible partners and develop project concepts.
- Manage the project team during the proposal development process and work together in consultation with other teams within Better Cotton to build budgets and logframes / results frameworks (Finance Team and MEL Team).
- Coordinate proposal development phase, including drafting proposal content and project design, reviewing documentation, collating information, liaising with different functions/teams, leading meetings and compiling annexes for the donor.
- Provide support to the Better Cotton team and ensure that grant management activities are on track.
- Build relationships with local programme partners and stakeholders to explore areas for collaborations in our 2030 impact areas.

## Team and administrative support

- Collaborate on activities agreed with the Fundraising and Programme Development Manager to support the design and the implementation of the Better Cotton Grant Management System and Fundraising Strategy.
- Support the team in partnership building efforts: identifying partners relevant to Better Cotton, preparing material, presentations, information sheets, and draft MoUs.
- Represent the Fundraising Team in internal Better Cotton working groups.
- Ensure regular maintenance of grant files, reporting calendars, and updating of internal documentation system on Salesforce and Sharepoint.

The candidate will have the following skills, knowledge, and experience:

Skills, knowledge and experience
<b>Essential</b>
Experience in strategy development – with a focus on programme development and/or resource mobilisation
Strong project management skills – ideally in the Africa development context
Strong track record in securing contracts with donors; Excellent relationship management skills and holding a strong network of donors, governmental agencies and related contacts in the sector
Ability to quickly assess donors, their strategic areas, areas of focus and alignment to areas of importance
Demonstrative experience of supporting business development and bid management processes (e.g. opportunity scanning and knowledge of key data sources, desk-based research, process coordination e.g. budgets, narrative and logframes)
Ability and track record pitching to prospective donors/supporters; ability to use creativity and turn complex projects into compelling business cases
Excellent interpersonal and communication skills to liaise and coordinate between different teams/departments and to represent BC at donor/sector events
Excellent professional command of both French and English
<b>Desirable</b>
Strong contextual knowledge in agricultural development, smallholder livelihoods improvement, inclusion, decent work, and/or environmental sustainability
Ability to coordinate and support the development of guidance tools and templates, and maintain a library of key organisational information and resources
.Ability to coordinate and manage administrative and specialist information sources for varied audiences.....

Excellent attention to detail and ability to develop quality materials for external use in French and English
Proven experience of working in a busy office with some key stakeholders working remotely across different countries
Excellent research and analytical skills

## Working Arrangements

The position is full-time (40 hours per week) and could be based in Abidjan, Cote d'Ivoire, Dakar, Senegal, Ouagadougou, Burkina Faso and potentially other locations if the candidate is right. Travel will be required as part of the role.

## Applications

Interested applicants with the required attributes are asked to send a detailed CV (2 pages maximum) and a motivational letter (1 page maximum) by applying [via this link](#).

**Applications Deadline: Midnight, 21 November (BST)**

Better Cotton is currently unable to provide sponsorship for work permits, and candidates need to have a pre-existing right to work in the location where they will be based. Better Cotton is an equal opportunities employer, and is committed to good practice and transparency in the management of natural, human and financial resources.

Better Cotton has a zero tolerance approach to any attitudes or behaviours that put children or adults at risk of harm. Safeguarding incidents are acts of serious misconduct and are grounds for disciplinary action, up to and including, dismissal and referral to relevant authorities for criminal prosecution.