

Request for Applicants - Impact Investment Advisory Services - Consultancy

RFP n#: 2022-11-DV-IMPACTINV

Location: Europe

Start date: Early-mid 2023

End date: 06/06/2023

Better Cotton key contact:

Rebecca Owen
Fundraising
tender@bettercotton.org



All applications must be sent by email, to Better Cotton's key contact, with the subject header: "Application RFP Impact Investment Advisory 2022-11-DV-IMPACTINV"

Questions, requests and applications sent after the deadline (6th January 2023) will only be considered in exceptional circumstances.

Description

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 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, and by 2030 our aim is to have trained 5 million farmers and doubled global production of Better Cotton.

Background

We are seeking proposals from skilled individuals or organisations to provide advisory services on the potential for Impact Investment in the sustainable cotton sector.

High-level Timeline

6 th January 2023	All applications must be submitted by email, headed "Application RFP – RFP Impact Investment Advisory 2022-11-DV-IMPACTINV addressed to Rebecca Owen tender@bettercotton.org .
19 December 2022 - 13 January 2023	Applications review & shortlisting / Interviews
20 January 2023	The successful applicant will be notified Unsuccessful <u>shortlisted</u> applicants will also be notified
January - February 2023	Start of the consultancy

Scope of Work

Are you an effective relationship builder and dealmaker? Do you have a great network in financial institutions and the world of impact investors? Are you business minded, and solution orientated? Are you ready to take on the challenge of unlocking capital for smallholder cotton farmers? Then please apply for our **Investment Adviser** position.

The role

As Investment Adviser you will work with the Better Cotton team; in particular the fundraising team, the programme managers, as well as with investment officers of (development) banks, and key staff from the supply chain companies. You will report to the Director of Fundraising.

Your key responsibilities will be in the following areas:

- Analysis of investment opportunities across the cotton and textile market, with a particular focus on emerging markets, medium sized farms and smallholder farmers.
- Leverage Better Cotton's multistakeholder model to generate private sector co-investors from its existing membership base.
- Provide recommendations on how Better Cotton can best access and manage impact investment funds.
- Client origination, deal structuring and monitoring: The role of Investment Manager centres around deal origination, structuring execution and management. Hereby you will target value chain companies (commodity traders, input suppliers etc), Agri SME's and financial institutions. This includes structuring for farmers given the informal nature of smallholders in the cotton

sector. Over time build up an investment portfolio, which you will monitor and report on including the positive social and environmental impacts.

- Strategy and product development: development of innovative blended finance structures that contribute to delivering impact to cotton farmers.
- External representation: You will represent Better Cotton stakeholders to (potential) clients, investors, partners, and international institutions. You drive an investment agenda which engages partners and stakeholders towards next-stage investment solutions in market transformation. You will define and articulate the value of cotton as a bankable commodity.
- Explore new frontiers where impact investment serves farmers for innovative repayment and income schemes
- Analyse legal implications for disbursements recipients
- Travel may be required

Required Skills & Knowledge

Skills, Knowledge and Experience
<i>Essential</i>
Excellent understanding of the evolving Impact Investing landscape
At least 5 years of relevant working experience, in a role as investment professional in an investment firm, bank or relevant consultancy.
Good knowledge and expertise in international commodity supply chains, corporate sustainability (environmental and social issues), and the reality of developing & emerging economies.
Excellent analytical skills
Strong networks in financial institutions and the world of impact investors/donors
Track record of Deal Structuring & Product Development
<i>Optional</i>
Fluent English: Better Cotton's language of operation is English, French is desirable
Knowledge of the fashion, textile, agricultural sector
Knowledge of the cotton sector

You are always two steps ahead of everybody else. This means that you have strong planning, organizing and prioritizing skills. For you it is no problem to work on multiple assignments at the same time and you excel whilst working under pressure. With your analytical skills, you can make complex issues simple. As you are creative and innovative in structuring investment transactions you create trust with your stakeholders and seal the deal. You are the kind of person that finds it easy to build long-lasting productive work relationships with all kinds of people and with these skills you can work in a small and multi-disciplinary team, with team members from all over the world.

Application Requirements

Proposals responding to this Request for Proposals should be a maximum of 10 pages (excluding CVs), and include the following:

- Overview of relevant experience;

Description/title of the consultancy
Applications deadline: 21st March 2022



- Proposed methodology and timeline;
- Detailed and transparent budget, preferably in EUR, including time allocation and day rates.

We thank all applicants for their interest; however only shortlisted applicants will be contacted.

Better Cotton is committed to good practice and transparency in the management of natural, human and financial resources. All applications will be reviewed under the principles and subject to Better Cotton's policies on equal opportunity, non-discrimination, anti-bribery & corruption and conflict of interest.