



**REQUEST FOR APPLICATION
FOR
PROVISION OF INDIVIDUAL CONSULTANCY SERVICES FOR NRT TRADING
FUNDRAISING AND PROJECT DEVELOPMENT.**

REFERENCE N0: NRTT/FEBRUARY/001/2023

TERMS OF REFERENCE

Northern Rangelands Trust -Trading (NRT Trading) is a business accelerator for social and conservation impact enterprises operating in northern Kenya. We accelerate businesses at all levels of the social spectrum: i) from household businesses run by women and youth, ii) to conservancy-based businesses that leverage community assets, iii) to businesses operated by NRT Trading to improve value chain dynamics and connect people to distant markets.

Our vision is to accelerate the development of sustainable and resilient commerce across northern Kenya, which will empower people, improve livelihoods, conserve nature, and contribute to peace and stability.

Our work is structured into 3 pillars:

- Pillar 1: NRT Trading operated businesses (Beadworks)
- Pillar 2: Developing conservancy enterprises (Tourism development)
- Pillar 3: Support to household enterprises through livestock extension, micro-finance and vocational skills training program

NRT Trading is a subsidiary of The **Northern Rangelands Trust (NRT)**, a non-profit umbrella organization that supports 43 member Community Conservancies in 10 ASAL counties across northern and coastal Kenya with fundraising, technical support, governance advice and training, and security.

NRT trading is headquartered in Lewa Wildlife Conservancy, Meru County. More information can be found on www.nrt-trading.com.

Purpose of the position:

NRT Trading is in search for a suitable consultant to offer services to support fundraising and associated project development.

The consultant will support NRT Trading's existing partnerships and foster new partnerships through



establishing effective working relationships with key partners, national and county Government of Kenya (GOK), private sector, local and international organizations.

The consultant will work closely with the CEO and Senior Management Team of NRT Trading.

Scope of work

Project development and Support

- Assist NRT Trading in developing a database/inventory of potential development partners, identify funding requirements and provide suggestions on how additional resources can be leveraged to support its core mandate and mission.
- Assist NRT Trading to identify, establish and grow viable collaboration and partnership arrangements aimed at strengthening the capacity to network and solicit new funding opportunities that ensure sustainable financing of its management and programs.
- Assist NRT Trading in identifying funding opportunities and develop competitive concepts and proposals for submission to potential donors and development partners.
- Flexibly respond and incorporate feedback from the NRT Trading and donors on iterations of the funding proposals.

Expected Deliverables

- Through collaboration with the NRT Trading Senior Management team, the consultant will be expected to design and develop fundable proposals to be presented to potential donors.
- Available for discussions and negotiations with potential donors.

Qualifications: Proven similar work experience

- A minimum of seven years of progressively responsible, professional level experience in fundraising, strategic development, business and/or program planning or closely related work is required.
- Relevant professional and academic certificates including testimonials.
- Solid understanding of donor programming and management policies, designs and strategies.
- Substantial knowledge and understanding of development program/project/activity management principles, practices, and reporting.
- A good knowledge and experience of the ASAL landscape will be an added advantage.
- This consultancy is targeting individual or small consultancy firms with the flexibility to respond to opportunities.

If your profile matches the above specifications, please send your proposal (including financial



remuneration expectations for a consultancy of this nature) including a maximum 2 page CV highlighting relevant experience, a daytime telephone contact, email address, and the names of three professional referees to reach us by close of business on Friday, **24th FEB 2023** to: trading@nrt-kenya.org addressed to: CEO, Northern Rangelands Trading Limited, with subject title '**Provision of Individual consultancy services for NRT-trading Fundraising and Project Development. REF NO: NRTT/FEBRUARY/001/2023**'

Only shortlisted candidates will be contacted.