

Terms of Reference

Resource Mobilization and Business Development Consultant

May 2025

About AfricaNenda

AfricaNenda is an Africa-led coalition of dedicated digital payments experts that work to build expertise, coordinate, and accelerate the roll-out of IIPS for the benefit of all Africans, including the poorest and financially excluded. Our mission is to work towards universal access to inclusive payment systems, ensuring that the more than 400 million unbanked adults across Africa are included in the financial system. We pursue this mission by removing the structural and technical barriers to effective deployment of IIPS, such as a lack of interoperability, insufficient technical in-house capacity, and a lack of collaborative models across actors. As a convening actor, AfricaNenda executes its mission by enhancing capacity building across African institutions, providing technical support to IIPS projects, facilitating knowledge-sharing and collaboration, and providing tools and resources.

Key initiatives include:

- Policy development initiatives: AfricaNenda is on a mission to build the institutional capacity of African policymakers through advocacy, technical assistance, training sessions, curated convenings and dialogue sessions, and secondments from AfricaNenda's vast network of experts.
- Technical project support: AfricaNenda provides technical assistance and resource mobilization support to expand the pipeline of fundable IIPS projects through conducting readiness assessment, project definition, and implementation.
- Knowledge-sharing and collaboration: AfricaNenda facilitates knowledge-sharing and collaboration using its cross-sectoral network of experts to provide cutting-edge thought leadership on efficiently and effectively accelerating inclusive instant payment systems.
- Tools and capacity development: AfricaNenda develops IIPS tools and customized capacity-development initiatives e.g., bespoke training sessions tailored to public and private African organizations, payment experts, and relevant stakeholders in the sector.

AfricaNenda partners with governments and relevant agencies, central banks, Pan-African organizations, and other development/enabler stakeholders to collaboratively reduce structural and technical barriers to the deployment and scale of IIPS.

Role Summary

AfricaNenda is looking to contract a seasoned Digital Financial Services consultant with demonstrated experience in resource mobilization and business development initiatives to support projects / programs' implementation. Working with regional directors, advocacy and communications Directors, the consultant will develop and implement a resource mobilization strategy, support fundraising efforts for IIPS implementation, as well as donor relations management. The consultant will report to the Deputy CEO Partnership and Capacity Building and the Deputy CEO pre-project, and work with a cross functional internal team to deliver successful proposals and tools for fundraising and build partnerships with multilaterals, institutionals and philanthropic donors.

Key responsibilities

The Resource Mobilization and business development Consultant will be responsible for the following tasks:

Lead Resource Mobilization Activities

- Conduct a review of AfricaNenda Foundation projects and programs to assess funding needs and current resource mobilization efforts;
- Conduct an assessment of funding landscape, current trends and funding mechanisms relevant to AfricaNenda's value proposition and build a database of multilateral, institutional and philanthropic donors to engage with
- Proactively research multilateral / philanthropic projects or program funding requests for proposals and lead proposal writing for relevant opportunities working with internal teams
- Work with project teams to map country specific donor landscape and build thematic concept notes to support fundraising efforts for country specific IPS implementation
- Develop and implement AfricaNenda resource mobilization strategy working with cross functional project, advocacy and communication teams.

Lead business development and support donor relations

- Work with internal partners (advocacy and communication teams) and external partners as well to develop fundraising messaging, tools and channels (presentations, pitch deck, concept notes etc...)
- Increase donor's awareness of AfricaNenda Foundation's work through cold calling, introductory calls, presentations, exploratory missions, events etc...
- Support technical teams to develop relevant content for donors (project presentations, focused newsletters etc...)
- Contribute to review and support research, publications, presentations as needed.

Skills and experience

a. Education

Master's degree in Business Administration, Economics, or a related discipline. Additional certificates / training in digital financial services will be an asset.

b. Experience

- At least 10 years of experience in private sector and development sector managing digital financial services projects and programs in developing countries.
- Proven experience in building partnerships with donors, philanthropy or multilaterals and securing funding (multi millions of dollars) for DFS project / program implementation
- Demonstrated experience in the coordination of funding proposal writing, working with multiple teams
- Working experience in global development, financial inclusion, mobile money, payment systems, particularly in Africa, is highly desirable.
- Excellent analytical capabilities, strong project management and organizational skills
- Excellent written and verbal communication and presentation skills - Excellent computer skills (Microsoft Office Suite).



- **Application requirements:**
 - Comprehensive curriculum vitae highlighting relevant skills and experiences, including three referees
 - A concise cover letter expressing interest in the Resource Mobilization and Business Development Consultant role
- **Application submission:**
 - Submit your application through the **info@africanenda.com** email by **Friday, May 23rd, 2025**