

# AFRICA CENTER FOR HEALTH SYSTEMS AND GENDER JUSTICE



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## Business Development & Resource Mobilisation Consultant (Africa) – 12-Month Assignment

### JOB DESCRIPTION

**Location:** Nairobi with hybrid flexibility

**Reporting to:** Executive Director

**Duration:** 12 months

**Monthly Fee:** Gross \$1,500

### About Us:

The Africa Center for Health Systems & Gender Justice (ACHS-GJ) is a Pan-African social-impact organisation advancing equitable health systems, gender justice, economic resilience, and community-rooted innovation across Africa. We work at the intersection of health, governance, climate justice, digital rights, and economic power designing African-led models that shift policy, financing, and systems. We are entering a phase of rapid growth. We are therefore seeking a Business Development & Resource Mobilisation Consultant who can translate our bold vision into strong partnerships, diversified capital, and strategic relationships across Africa and globally.

**This role is ideal for someone who thinks like a social entrepreneur, thrives in complexity, and is energised by building sustainable systems, strategic capital flows, and high-value partnerships.**

### Purpose of the Consultancy

To lead, diversify, and grow ACHSGJ's resource base through high-level partnership building, funding pipeline development, philanthropic and institutional engagement, and innovative financing models that strengthen our work across Africa.



[www.healthsystemsgenderjustice.org](http://www.healthsystemsgenderjustice.org)



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Drawing on principles from leading RM practice including multi-resource mobilisation (human, financial, social and in-kind resources), structured donor engagement frameworks, and operational RM methods (proposal development, reporting, pipeline dashboards) the Consultant will shape a continental RM strategy that is entrepreneurial, ambitious, and sustainable.

### **Scope of Work**

#### **1. Strategic Resource Mobilisation & Market Positioning**

- Develop and execute a 12-month Africa-focused Business Development & Resource Mobilisation Strategy, aligned with AchS-GJ's strategic pillars (health systems, gender justice, economic empowerment, digital justice, climate justice).
- Map and prioritise funders across:
  - philanthropic foundations
  - bilateral and multilateral donors
  - sovereign funders
  - corporate citizenship and ESG portfolios
  - gender-lens and impact investors
- Position AchS-GJ as a thought leader in economic, feminist governance, health equity, climate justice, and community-driven systems change.

#### **2. Donor Engagement, Cultivation & Stewardship**

- Lead cultivation of high-value, long-term partnerships with donors and strategic allies.
- Craft compelling concept notes, cases for support, LOIs, proposals, pitch decks, and impact narratives.
- Facilitate donor learning visits, events, and relationship-building.





- Develop donor-specific engagement strategies using best practices for understanding donor motivations, priorities and expectations (e.g., impact, visibility, learning).
- Ensure regular communication with all prospective and active donors.

### **3. Pipeline Development, Analytics & Reporting**

- Build and maintain a live funding pipeline, using CRM or similar tools to support forecasting and tracking (aligned with pipeline management principles).
- Produce monthly pipeline updates, outreach summaries, and strategic insight reports.
- Support preparation of donor-compliant financial and narrative reports.
- Identify market trends in philanthropic and sovereign funding to inform strategic decisions.

### **4. Proposal Development & Bid Management**

- Coordinate full proposal development cycles from opportunity scoping to consortium design, budgeting, and compliance checks.
- Ensure proposals integrate ACHS-GJ's values of intersectionality, equity, community leadership, and power-shifting, as foregrounded in resource mobilisation and youth-centred RM literature.
- Manage post-award transitions into implementation teams.

### **5. Innovative Financing & Social Enterprise Development**

- **Identify catalytic financing opportunities including:**
  - gender-just financing models
  - digital health governance funding
  - climate justice and adaptation funds
  - impact investment





- blended finance instruments
- Explore opportunities to generate new wealth streams such as services, research products, advisory models, or innovation labs consistent with ACHSGJ's framing of generating new resources for sustainability.

### **6. Strengthening Systems & Internal Capacities**

- Support internal teams to strengthen RM processes, documentation, strategy alignment, and grant readiness.
- Co-create internal RM tools including:
  - donor mapping templates
  - proposal development SOPs
  - pitch libraries
  - RM calendars
- Mentor staff and strengthen organisation-wide confidence in RM (aligned with RM capacity-building guidance).

### **Key Deliverables**

1. 12-Month Resource Mobilisation Strategy & Action Plan
2. Comprehensive donor and investor mapping across Africa and global markets.
3. Minimum of 10 curated donor engagement plans with clear touchpoints and stewardship pathways.
4. At least 5 new strategic partnerships initiated or deepened, with documentation.
5. 3–5 high-quality, donor-ready proposals (concept notes, full proposals, pitch decks).
6. Monthly pipeline & insights dashboard with revenue forecasts.





7. Knowledge products: cases for support, impact stories, donor briefs.
8. Final consultancy report with long-term RM recommendations.

### **Required Qualifications & Experience**

#### **Essential**

- At least 5 years' experience in resource mobilisation, business development or partnership management, with a strong track record of raising funding for African-led initiatives.
- Demonstrated ability to mobilise philanthropic, bilateral, and sovereign funding, and/or secure multi-million-dollar partnerships.
- Strong networks across African and global development ecosystems.
- Excellent proposal development, donor relations, storytelling, and communication skills (written & verbal).
- Strong understanding of gender justice, health systems strengthening, digital rights, climate justice, and community-led development.
- Proficiency in CRM tools, pipeline management, and RM analytics.
- Ability to work independently, manage complexity, and thrive in a dynamic, entrepreneurial environment.
- Advanced degree in public health, social sciences, gender, economics, public policy, or related field.

#### **Desirable**

- Experience working in a Pan-African, multi-country organisation.
- Demonstrated commitment to values-driven, community-centred, feminist-informed leadership consistent with resource mobilisation frameworks.



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- Experience supporting or managing social enterprises or innovative financing instruments.

## We are looking for someone who:

- Thinks strategically and entrepreneurially, not just transactionally.
- Thrives in innovation, partnership-building, and systems change.
- Understands how to mobilise financial and non-financial resources to build power and resilience for communities.
- Is passionate about shifting narratives and centering African expertise.

## Submission Requirements

CV with evidence of past achievements and networks sent to [info@healthsystemsgenderjustice.org](mailto:info@healthsystemsgenderjustice.org) **by 14th February 2026.**



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