

Request for Proposals: Development Consultant

May 2024

Project Background

Verité is an award-winning non-profit organization that illuminates and addresses serious human rights and labor rights violations in factories, farms, and other workplaces around the world. We serve private sector and public-sector clients by building their internal understanding of the labor rights problems they face in their supply chains and operations, and their skills to solve those problems.

Verité is seeking to hire a Development Consultant to support the organization in diversifying its range of funding types. The Consultant will develop a plan to increase the number of the organization's private funders (both individual and foundation), support the development of prospect outreach plans, and coach Verité staff on prospect engagement.

The Development Consultant will not be expected to implement prospect plans in full, but rather will oversee Verité staff in doing so and contribute directly where a more experienced voice is necessary.

Scope of Work

- Review Verité's internal prospect list and provide feedback on prioritization.
- Recommend additional prospects for inclusion, including (but not limited to) individuals, donor advised funds, small foundations, and international funders.
- Where possible, provide connections or introductions to representatives of prioritized contacts.
- Provide general coaching to Verité staff on outreach strategies, language, etc.
- Review material created by Verité to share with prospects.
- Work with Verité staff to develop and begin to implement prospect strategies for highest priority prospects.
- Communicate regularly with Verité's Chief Commercial Officer and Chief Operations Officer on progress

Evaluation Criteria

The Development Consultant will be chosen based on the degree to which they:

- have extensive experience with diverse funding streams, in particular with non-US based funding;
- have a strong track record of success with other non-profit organizations, as a consultant or as staff;
- demonstrate evidence of ability to quickly grasp Verité's theory of change;
- understand how the organization is positioned in the human rights NGO landscape;

- are clear in their proposal about concrete steps and realistic goal;
- communicate with clarity; and
- provide value in terms of cost relative to proposed goals.

Timeline

The Consultant should be available to begin work by July 1, 2024.

The original contract will extend through December 31, 2024. The total number of days proposed should not exceed 50.

There is a possibility of an additional contract in 2025 for a successful Consultant, or transition to full- or part-time employment with Verité.

Instructions for Submission

To submit a proposal for consideration, please send the following documents, along with any questions or clarifications you may need, to Debbie Zeidenberg, Chief Operating Officer, at dzeidenberg@verite.org by 11:59 p.m. Eastern Time on Friday, June 7, 2024. (Earlier submissions are preferred.)

- CV or resume
- A narrative proposal (3-5 pages) including:
 - a brief (non-binding) description of what you might expect to set as goals for a six-month engagement;
 - a general idea of what support you would need from Verité staff to achieve those goals;
 - any experience with similar organizations and/or with international funding; and
 - three references, with a preference for organizations similar to Verité in scale and/or scope; and
- A cost proposal, including daily rate, estimated number of days needed for this work, and/or any additional expenses or professional fees.