

TERMS OF REFERENCE

National Multi-Stakeholder Partnerships Consultant

CONTRACT MODALITY	Individual Consultancy
DUTY STATION	New Delhi, India (remote with travel)
DURATION OF CONTRACT	11 months

Purpose of Assignment

UNICEF seeks to engage a Multi-Stakeholder Partnerships and Resource Mobilization Consultant with experience in strategic partnerships, business development, and stakeholder engagement to strengthen YuWaah's partnerships ecosystem and resource mobilization efforts. The Consultant will identify and cultivate strategic partnerships aligned with YuWaah's priorities, develop compelling partnership propositions and engagement materials, and support the advancement of opportunities across corporates, foundations, philanthropies, and other ecosystem partners. The role will strengthen partner stewardship, support high-level convenings and collaborative platforms that catalyse cross-sector action for youth.

BACKGROUND

UNICEF's mandate is anchored in the realization of the rights of every child, everywhere, with a strong emphasis on equity, prioritizing the most disadvantaged and excluded children and adolescents. UNICEF's equity strategy recognizes that unequal life chances across social, political, economic, civic, and cultural dimensions constitute violations of children's rights. Evidence demonstrates that investing in the most marginalized populations accelerates progress toward sustainable national development, stability, and social cohesion. In recent years, UNICEF has intensified its focus on adolescents and young people, recognizing the growing complexity of challenges they face.

In alignment with the United Nations Youth Strategy, UNICEF is advancing Generation Unlimited (GenU), a global partnership dedicated to ensuring that all young people aged 10–24 are in education, training, or employment by 2030. GenU prioritizes those most at risk of being left behind, including girls, young people from poor households, young people with disabilities, migrants, and those affected by conflict and climate shocks. In India, GenU is operationalized as YuWaah, a multi-stakeholder platform that catalyzes partnerships across government, civil society, private sector, and youth to expand opportunities for learning, skilling, employment, and entrepreneurship. YuWaah emphasizes co-creation of scalable and locally relevant solutions

In the last six years, YuWaah and Partners' initiatives have impacted over 100 million young people across the country, connecting them to socio-economic, skilling, and social impact opportunities through the scale-up of innovative solutions. As YuWaah enters a phase of accelerated growth and scale, there is a corresponding need to strengthen strategic communications and marketing to match the ambition and reach of the platform. With an expanding portfolio of partnerships, programmes, and youth-led initiatives, effective storytelling, brand stewardship, and audience engagement are critical to amplify impact, influence policy and ecosystem narratives, and attract sustained collaboration

Scope of Work

Under the overall guidance of the Chief of YuWaah and the direct technical supervision of the Partnerships

Specialist (YuWaah), the Consultant will provide technical and coordination support to strengthen YuWaah's strategic partnerships and resource mobilization efforts. The assignment will support the identification of funding opportunities, development of partnership materials, stewardship of existing collaborations, and organization of strategic stakeholder engagements aligned with YuWaah's priorities on skilling, livelihoods, climate action, equity, and youth engagement.

- **Support strategic resource mobilization:** Develop and maintain a structured fundraising pipeline by identifying and tracking partnership opportunities with corporates, foundations, philanthropies, and highnet-worth individuals aligned with YuWaah priorities.
- **Develop partnership materials:** Prepare customized concept notes, grant applications, proposals, pitch decks, and other partner-facing materials that translate programme outcomes into investment opportunities.
- **Support partnership engagement:** Provide coordination support for engagement with existing strategic partners through progress updates, reporting, briefing materials, and follow-up tracking.
- **Support strategic stakeholder convenings:** Assist in the planning and implementation of partner roundtables, leadership dialogues, and ecosystem engagement forums, including development of agendas, background materials, stakeholder outreach, and post-event follow-up.
- **Provide partnership intelligence and analysis:** Conduct landscape assessments and sector scans to identify trends in corporate CSR, philanthropy, and development financing relevant to youth development and YuWaah's partnership strategy.

The Consultant will work closely with the YuWaah Secretariat and relevant UNICEF programme teams to provide technical support for partnership development, fundraising, and stakeholder engagement activities.

Work Assignments Overview	Deliverables/Outputs	Delivery deadline to complete the deliverable
Partner Landscape Assessment & Donor Mapping Conduct a comprehensive mapping of prospective corporate, foundation, philanthropic, and HNI partners aligned with YuWaah's priority themes. Include sector-wise landscape analysis and identification of emerging funding opportunities.	Deliverable 1 – One landscape assessment and target segment mapping document	31/12/2026 Approximately 15 days
Partnership Strategy & Fundraising Pipeline Develop a structured partnership strategy with a prioritized pipeline for the contract period, segmented by partner type, with engagement status, and next steps..	Deliverable 2 – One partnership strategy document and one pipeline tracker	31/12/2026 Approximately 18 days

High-Level Partners Roundtable Support design and implementation of a high-level partners roundtable, including agenda development, stakeholder outreach and briefing, facilitation support, and post-event documentation.	Deliverable 3 – One report of high-level Partners Roundtable including agenda, stakeholder briefs, meeting minutes, and follow-up action tracker	31/01/2027 Approximately 15 days
Partnership Proposals & Grant Applications (Phase 1) Develop and submit tailored partnership proposals and/or grant applications to shortlisted corporates, foundations, or HNI prospects, incorporating programme outcomes and partner value propositions.	Deliverable 4 – Three partnership proposals / grant applications submitted to corporates, foundations, or HNIs	15/03/2027 Approximately 25 days
Partner Reports Prepare progress updates for existing strategic donors and collaborators, aligned with agreed reporting timelines, covering programme results, partnership highlights, and forthcoming milestones.	Deliverable 5 – Four partner stewardship reports (progress updates for existing strategic donors / collaborators)	30/04/2027 Approximately 20 days
Partnership Proposals & Grant Applications (Phase 2) Develop and submit tailored partnership proposals and/or grant applications to shortlisted corporates, foundations, or HNI prospects, incorporating programme outcomes and partner value propositions.	Deliverable 6 – Three partnership proposals / grant applications submitted to corporates, foundations, or HNIs	31/05/2027 Approximately 25 days
Second High-Level Convening / Leadership Dialogue Support design and implementation of a second highlevel leadership dialogue or convening, with documentation of partnership commitments and follow-up actions.	Deliverable 7 – One report of high-level convening / leadership dialogue including action tracker and partnership commitments	30/06/2027 Approximately 15 days
Partnership Propositions for Priority Prospects Develop tailored concept notes and/or pitch decks for priority corporate and foundation prospects, translating YuWaah's impact into compelling	Deliverable 8 – Six tailored concept notes / pitch decks for priority corporate and foundation prospects	31/07/2026 Approximately 20 days

investment opportunities.		
Donor Engagement Tracker & Follow-Up Documentation Maintain and update the pipeline tracker with meeting notes, follow-up correspondence, and status updates for all prospects engaged in Q4 2026.	Deliverable 9 – One donor engagement tracker with meeting notes, follow-up correspondence, and status updates.	31/08/2027 Approximately 15 days
Partnership Performance Report Prepare a performance report covering September 2026–June 2027, documenting resources mobilized, partnerships signed or renewed, and pipeline progression.	Deliverable 10 – One fundraising performance report: resources mobilized, partnerships signed / renewed, and pipeline progression	30/09/2027 Approximately 12 days
Final Summary Report & Handover Document cumulative resources mobilized, partnerships established, key achievements, best practices, and lessons learned over the full contract period. Prepare a comprehensive handover note to ensure continuity.	Deliverable 11 – A Summary Report and Handover Document	31/10/2027 Approximately 10 days

Payment Schedule:

Payment will be made on submission and acceptance of deliverables. UNICEF reserves the right to withhold payment in case the deliverables submitted are not up to the required standard or in case of delays in submitting the deliverables on the part of the consultant.

Important Notes

- Individuals engaged under a consultancy or individual contract will not be considered “staff members” under the Staff Regulations and Rules of the United Nations and UNICEF’s policies and procedures and will not be entitled to benefits provided therein (such as leave entitlements and medical insurance coverage). Their conditions of service will be governed by their contract and the General Conditions of Contracts for the Services of Consultants and Individual Contractors. Consultants and individual contractors are responsible for determining their tax liabilities and for the payment of any taxes and/or duties, in accordance with local or other applicable laws.
- The selected candidate is solely responsible for ensuring that the health insurance (and visa if applicable) required to perform the duties of the contract are valid for the entire period of the contract. Selected candidates are subject to confirmation of fully-vaccinated status against SARS-CoV-2 (Covid-19) with a World Health Organization (WHO)-endorsed vaccine, which must be met prior to taking up the assignment. It does not apply to consultants who will work remotely and are not expected to work on or visit UNICEF premises, programme delivery locations or directly interact with communities UNICEF works with, nor to travel to perform functions for UNICEF for the duration of their consultancy contracts.

- UNICEF offers reasonable accommodation for consultants with disabilities. This may include, for example, accessible software, travel assistance for missions or personal attendants. We encourage you to disclose your disability during your application in case you need reasonable accommodation during the selection process and afterwards in your assignment.

**QUALIFICATIONS / SPECIALIZED KNOWLEDGE / EXPERIENCE/ COMPETENCIES
(CORE/TECHNICAL/FUNCTIONAL) / LANGUAGE SKILLS REQUIRED FOR THE ASSIGNMENT**

- **Education:** Bachelors' degree in Mass Communication, Humanities, Social Sciences, or a related field
 - **Work Experience:**
 - Minimum 7 years of progressively responsible experience in fundraising, business development, partnerships, resource mobilization, or donor engagement
 - Experience developing high-quality partnership propositions, concept notes, grant proposals, pitch decks, and funder briefs tailored to diverse audiences.
 - Experience engaging senior decisionmakers from corporates, foundations, philanthropic organizations, government, and multi-lateral institutions.
 - Experience designing and supporting high-level convenings, stakeholder dialogues, and multi-sector roundtables
 - **Language Requirements:** Fluency in English & Hindi (written and verbal) is required
 - **Knowledge/Expertise/Skills:**
 - Excellent written and verbal communication skills with proven ability to develop partnership materials for diverse audiences including corporates, foundations, government, and multilateral institutions.
 - Strong analytical and organizational skills, with the ability to manage multiple priorities and deliver high-quality outputs within tight timelines.
 - **Desirables:** Prior experience working with multilateral agencies, UN organisations, and development sector partners is highly desirable.
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