Introduction.

Global canopy is seeking to identify consultants and contractors who can provide support on writing technical proposals to institutional funders to fund our work.

Who is Global Canopy?

Global Canopy is an innovative environmental organisation that works with companies, financial institutions and governments worldwide to identify and address the systemic market forces destroying the world’s natural capital.

Global Canopy takes a novel approach to solving this problem. We focus on improving the transparency and accountability of global supply chains and the trillions of dollars in annual investment and lending that support them. Through our innovative portfolio of environmental data platforms we have developed with our partners (see Trase, Forest 500, and ENCORE), we:

- enable leading companies, financial institutions and governments to identify and tackle their impacts and dependencies on nature through their operations and investments.
- improve accountability by shining a light on powerful players that are failing to act on this key issue.

Our work is used by Fortune 500 companies, global investors and lenders, and by governments and civil society worldwide. Our insights are also taken up by investigative journalists and major campaigning organisations. Our work has been featured in the New York Times, Financial Times, the Guardian, Euromoney and the New Scientist among others.

Our funding comes from a combination of donors. Around 50-60% comes from governmental and institutional donors such as UK Government (eg DFID), Norwegian, and Swiss governments – and intergovernmental bodies such as the EU, Global Environment Fund and the UN. A further 20-30% comes from large foundations – especially from the US (eg CLUA, Gordon & Betty Moore foundation, Packard foundation) The remainder comes from smaller foundations and individuals who support our work.

What work do we want a consultant to do?

The overall purpose of the consultancy is to improve Global Canopy’s capacity to prepare and submit high-quality proposals to institutional donors – with a high rate of success.

Within this, key tasks and activities include:

- Listening to Global Canopy’s project staff, asking pertinent questions to understand our programme, and then articulating a proposal which will appeal to our donors – in line with their varying requirements
• Supporting Global Canopy’s team with ensuring that all donor requirements are met appropriately, and that our proposals are accepted and viewed highly by donors – meeting all administrative/technical requirements.
• Where Global Canopy is working with consortia partners, then the consultant would provide support to ensure that partner input is gathered, consolidated, edited and agreed so that the overall proposal is consistent and effective.

Global Canopy has both programme and fundraising teams who will be collaborating on the proposals – and senior staff who will have effective sign-off on the work. The consultant will be expected to engage and work with these colleagues so that proposals are owned by all relevant people.

For some assignments we will want that the consultant takes a coaching/mentoring approach to guide and support Global Canopy staff to build their skills, knowledge and ability to prepare proposals on their own.

What skills / experience / attributes are we looking for:

• Experience of developing in full technical proposals for donors of the type required by UK Government / Department for International Development, Norwegian Government (Norad and NICFI), Swiss Government, EU institutions and similar unilateral and multilateral donors.
• A good listener, and good communicator to be able to understand, probe and constructively challenge staff on their proposals, and how it might be appropriate for particular donors.
• A highly skilled writer – in English - able to concisely and convincingly communicate complex issues in writing.
• Knowledge of the wider international development, sustainability and environmental/deforestation sectors and work.
• Organised and proactive – in a sometimes busy environment; Able to support people to meet deadlines and anticipate and deal with potential pitfalls before they become an issue.
• For some assignments Global Canopy will want a coach / mentor who can work patiently, and constructively with someone who is developing in this area, with an ability to judge balance between providing space for someone to learn, support to improve and the need to get the job done.
• Experience of working in consortia, with NGO partners – and an understanding of the complexities involved and how to provide positive challenge to members of the group where appropriate.

How to apply?

Send a CV, and cover letter – including any information about yourself / your firm which you think is relevant to us by 9am on Monday 2 March 2020 at email j.smythe@globalcanopy.org

You should indicate what a daily rate will be – preferably in GBP.
Other information

We’re open to receiving information from both individuals and established firms/agencies.

We anticipate that the relationship would be a consulting contract – although individuals preferring to work on a short term employment basis can also apply. The key for us is to find individuals with the right experience and working style.

Our office base is Oxford – and consultants would be expected to come to meetings in Oxford, or potentially London. We welcome interest from those based outside of this area, but please indicate how available you would be for meetings in London and Oxford.

By submitting your information, you consent to us holding your data in line with our policies.

Global Canopy is under no obligation to engage anyone as a result of this search. Individual contracts will be negotiated as we initiate the work.