

Terms of reference

Contracting entity: Impact Europe (legal entity: The European Venture Philanthropy Association (EVPA))
Contract duration: April 14 – December 30, 2025.
Type of contract: consultancy
Location of contracted consultant: home based, with travel schedule
Contracting entity: Impact Europe (EVPA)

1. Background and Context

Impact Europe (formerly European Venture Philanthropy Association) is the investing for impact network. We gather capital providers (impact funds, foundations, corporate social investors, banks, public funders) to increase prosperity and social progress for all, fix inequalities and injustices and preserve the planet. Together, we rally people, capital and knowledge to accelerate, scale and safeguard impact.

Impact Europe is implementing social economy ecosystem building activities in the neighboring EU countries. Impact Europe is strengthening its market development activities in the MENA region through its EU funded project “Impact Together.” The project is operating in the following countries: Algeria, Morocco, Tunisia, Egypt, Palestine, Jordan and Lebanon with exchanges and engagement in European countries. Through the project we would like to grow the impact community and mobilize more impact capital across the region. To achieve that we are building both the national ecosystem for impact investment as well as regional engagement on the topic of impact investment, especially among potential impact investors.

To further develop our activities in the MENA region EVPA is looking for a consultant to support the development of impact investor communities across the region along with conducting a feasibility study to explore opportunities for setting up a small impact fund, providing financing to early-stage social entrepreneurs and impact driven businesses.

The selected consultant will work with EVPA and its local partners across MENA to engage potential impact investors in supporting development of the impact ecosystem in relevant countries and at the regional level. In addition to that the consultant will facilitate discussions to collect input for feasibility study for setting up an impact investment fund across the MENA region. The selected consultant will be expected to deliver all those activities and agreed deliverables through online work and potential travel in the MENA region during contracting period.

All outputs (physical and intellectual) of the contract will remain the property of EVPA. The selected partner should be aware this project is being delivered alongside a larger Impact Together! project led by EVPA across MENA region and the following countries: Algeria, Morocco, Tunisia, Egypt, Jordan, Palestine and Lebanon. Any outputs may be shared amongst this wider project team and elsewhere.

2. Objective of the Assignment

The objective of the assignment is to leverage the work of the partners and engage local investor groups, that will potentially serve building the financial and organizational sustainability of the financing vehicles developed by the partners, and/or will contribute to further development of the social entrepreneurship and impact investment ecosystem in the countries where Impact Together project is operating.

Other objective is to conduct a feasibility study aiming at establishing the regional impact fund that will accelerate investments in social enterprises, startups, and businesses that prioritize social impact alongside financial returns.

Final objective is to facilitate investment readiness of the social enterprises for financing vehicles developed as part of the Impact Together project. This will be done through close work with partner organizations and supporting them in an assessment of social enterprises across the region to determine their investment readiness.

This consultancy aims to support the development of this strategy by working closely with local investor groups to build their capacity for impact investing, creating pathways for funding, and ultimately launching a regional impact fund that will drive job creation and economic expansion across the region.

3. Key Responsibilities

- support in mapping and engagement with local impact investors across the target countries of Impact Together project and relevant diaspora. Example of activities include: mapping of investors with local partners, hosting of events and workshops where agreed
- conduct feasibility study for the regional fund and development of an investment strategy for potential regional impact fund. Examples of activities include: engagement of financial and legal experts, engagement with potential investors to raise seed capital for the fund
- fundraising activities to identify potential investors
- building the capacity of social enterprises in cooperation with local partners, and support with providing technical assistance to develop strong pipeline of social enterprises to be supported via the Impact Together project or other financing vehicles

4. Deliverables

The consultant will be responsible for delivering the following:

1. Timeline and scope of activities to be undertaken within the duration of the consultancy developed in cooperation with Impact Europe team.
2. Mid-term reports on the progress of the activities and the status of cooperation with local partners.
3. Operating investor communities established across the countries of the project.
4. Feasibility study document for the new regional fund in MENA.
5. Investment strategy (pitch deck) for the new regional fund.

6. Financial commitment from investors to engage in the new regional fund and an investment ready pipeline of social enterprises (exact KPIs to be agreed with Impact Europe team).

Final deliverables for the services will be concluded with the consultant as part of the engagement process within the 30 days from starting the contract.

Consultant will formulate plan of activities and deliverables in close cooperation with Impact Europe, based on the targets and objectives of the Impact Together project.

5. Duration of the Assignment

The assignment will be conducted over a period from **April 14 through December 30, 2025**. Key milestones and deadlines will be agreed upon with the selected consultant.

Should the Impact Europe be satisfied with the performance and deliverables of the selected consultant, Impact Europe can extend the duration of the engagement with the provider for similar assignments for up to three years within the scope of other projects implemented by Impact Europe.

6. Required Qualifications and Experience

The consultant should meet the following criteria:

1. **Education:**
 - A Master's degree in international development, business administration, or a related field.
 - business education or MBA will be an asset
2. **Experience:**
 - previous experience in working and engaging investor communities, business angel networks and other relevant stakeholders in the Arab world and/or Levant;
 - relevant experience in facilitating communities of various nature and stakeholders' engagement in the Arab world and/or Levant;
 - experience and understanding of structuring investment vehicles, including design of investment strategy, financial instruments and engagement of investors; relevant investment education would be an asset;
 - experience in working across multicultural environment;
 - ability to work in a co-creative manner with the team of Impact Europe and the partners in the countries;
3. **Skills:**
 - Excellent analytical and organizational skills.
 - Excellent problem-solving skills to identify challenges and develop effective solutions.
 - Strong communication and interpersonal skills to facilitate discussions, and coordinate with various stakeholders.
 - Strong written and verbal communication skills in English.
 - Ability to work independently and deliver quality outputs within agreed deadlines.
 - Experience in training or capacity-building activities is an asset.

7. Application Process

Interested consultants should submit the following documents:

1. A cover letter outlining relevant experience and motivation for the position.
2. A detailed CV, including a list of previous consultancy projects related to relevant community engagement activities and investors' engagement
3. A proposed methodology and work plan for the assignment, with particular focus on local-level partner coordination.
4. Financial proposal, including daily rates and estimated number of days.

Applications should be submitted by **April 10** to **recruitment@impacteurope.net**
Title of email: Investors Engagement. Applications are considered on first-come, first-served basis. Early applications are encouraged.

8. Reporting

The consultant will report directly to the designated representative throughout the assignment. Consultant will be working directly with the Impact Together project team and its local partners on the ground to co-develop and implement activities.

9. Payment Terms

The consultant's payment will be based on agreed days allocation for the assignment and upon submission of agreed deliverables, approved by the relevant project manager.