



Request for Proposal: AIDS 2018 Fundraising Consultant

1. About the 22nd International AIDS Conference (AIDS 2018)

The International AIDS Conference is the largest conference on any global health or development issue in the world. First convened during the peak of the AIDS epidemic in 1985, it continues to provide a unique forum for the intersection of science, advocacy, and human rights. Each conference is an opportunity to strengthen policies and programmes that ensure an evidence-based response to the epidemic. The 22nd International AIDS Conference (AIDS 2018) will be held in **Amsterdam, Netherlands** on 23-27 July 2018.

The theme of AIDS 2018 is “Breaking Barriers Building Bridges”, drawing attention to the need of rights-based approaches to more effectively reach key populations, including in Eastern Europe and Central Asia and the North-African/Middle Eastern regions where epidemics are growing. When HIV/AIDS first appeared as a public health threat in the 1980s, the Netherlands faced the challenge head on, embracing scientific evidence and working with populations that other countries marginalized and stigmatized. Today, Amsterdam is a “Fast Track City” that has committed to accelerating action to ensure that the world can reach the ambitious target of ending AIDS by 2030. AIDS 2018 aims to promote human rights based and evidence-informed HIV responses that are tailored to the needs of particularly vulnerable communities -- including people living with HIV, displaced populations, men who have sex with men, people in closed settings, people who use drugs, sex workers, transgender people, women and girls and young people-- and collaborate in fighting the disease beyond country borders.

We expect over 15,000 delegates, 800 journalists and over 1,000 scholarships recipients to attend AIDS 2018. The International AIDS Society (IAS) serves as the AIDS 2018 Secretariat.

More information on AIDS 2018 can be found at www.aids2018.org.

2. Purpose of the Consultancy:

The IAS is seeking proposals for a fundraising consultant to support resource mobilization efforts for the 22nd International AIDS Conference (AIDS 2018). The consultant will collaborate closely with the Director, Resource Mobilization and Development at the IAS to pursue fundraising opportunities from sources in Europe other than the Netherlands, with a particular focus on private sector companies.

3. Deliverables:

- Develop list of potential targets and outreach plan.
- Open conversations with agreed potential funders regarding sponsorship opportunities.
- Lead or contribute to proposal development, as appropriate.
- Lead contract negotiations, as required.

4. Period: as soon as possible to 31 July 2018

5. Fees: The consultant will receive a commission on each secured sponsorship. Modalities can be discussed.

6. Location: Remote work

7. Proposal Requirements: The proposal should include the following:

- A cover letter summarizing motivation and intent for this consultancy;
- A CV providing an overview of previous relevant experience;
- Three professional references.

8. The following skills and qualifications are essential:

- Demonstrated track record in securing corporate sponsorships and grants;
- Strong knowledge of and existing relationships in the European corporate sponsorship and philanthropy market;
- A solid understanding of HIV/AIDS and/or broader global health is an asset.

9. Submission Details:

Proposals should be emailed to jeanne.mencier@iasociety.org by 17:00 (CET)/11:00 a.m. (EST) on Friday 29 December 2017. Late proposals will not be considered.