



Terms of Reference

| | |
|-----------------|---|
| Project | Leave No Youth Behind Project |
| Activity | Terms of Reference for conducting training on Resource Mobilizations and Effective Partnership Building for local Partners. |
| CODE | 53241 |

Background

Background SOS Children's Villages is the umbrella organization for the global federation of 136 national SOS Children's Villages associations. We work together with a single vision: every child belongs to a family and grows up with love, respect, and security. Uniquely, we provide long-term, family like care for children who have lost parental care (alternative care service), and we work with vulnerable families and communities to help strengthen them and prevent child abandonment (family strengthening service, FS). SOS Children's Villages in Somaliland was established in Somaliland in 1999, and it started its first operations in Sahil region. Currently, SOS Children's Villages Somaliland implements programs in all regions of Somaliland ranging from childcare, child protection, youth empowerment and participation, education and humanitarian interventions.

SOS children's villages in Somaliland implements - Leave No Youth Behind Project (LNYB) in Somaliland. The overall objective of the project is for young people in Somaliland to be resilient and self-reliant to become independent and contributing members of society. This project is to contribute to the realization of a better society where young people are self-reliant and depend on their own powers, resources and abilities to meet their needs and manage their own affairs. The project also aspires to make young people resilient to adversities/challenges in life and capable to withstand and recover quickly from difficult conditions.

In 2024, SOS Somaliland conducted a capacity assessment to identify and recruit potential strategic partners for collaboration in implementing SOS CV programs and future cooperation across all strategic thematic areas. The assessment reviewed 36 partners and selected 15 local organizations to become SOS CV strategic partners. The findings highlighted both strengths and gaps across several organizational domains, with notable weaknesses in grant management, donor compliance, reporting, resource mobilization, and partnership building. Based on these results, we plan to implement a targeted capacity-building program for 18 local partners, focusing on strengthening their skills in resource mobilization and partnership building.

Objectives

The aim of the training is to enhance the capacity of local partners to achieve financial sustainability and programmatic impact by building robust fundraising strategies, writing competitive grant proposals, and cultivating long-term partnership.



Specific Objectives

- **Fundraising Action Plan/Strategy:** Improved capacity to develop localized, multi-year resource mobilization plans that move local partners beyond dependency on single-grant funding.
- **Proposal Development:** Practical skills in identifying funding opportunities, logical framework (LogFrame) design, and writing compelling technical/financial proposals.
- **Partnership Mapping:** Techniques for analyzing donor alignment, conducting due diligence, and negotiating mutually beneficial partnerships.
- **Donor Relations:** Better understanding of donor compliance, reporting standards, and relationship nurturing.

Proposed Training Content:

SOS CV in Somaliland proposes, but is not limited to, the following training content aimed at enhancing the knowledge and skills of our local partners on resource mobilization and effective partnership building. The consultant will emphasize key areas such as the **Resource Mobilization Ecosystem**, including analyzing funding trends, non-traditional income generation approaches such as crowdfunding and impact investments, and local asset mobilization. The training will also focus on **Proposal Writing & Project Design** by translating community needs into grant-ready projects using problem trees, theories of change, and budgeting. In addition, the consultant will address **Partnership Building & Networking**, including how to identify compatible partners, negotiate roles, and manage multi-sectoral collaborations. Furthermore, the training will cover **Institutional Sustainability & Compliance**, with emphasis on branding, transparent reporting, compliance standards, and risk management.

Methodology

The consultant should adopt a participatory and practical approach to ensure effective knowledge transfer and skills development in resource mobilization and partnership building. The methodology should include interactive lectures, group discussions, and brainstorming sessions supported by practical examples and visual aids. Case studies and hands-on exercises will enable participants to practice proposal development, budgeting, partnership mapping, and compliance requirements. In addition, the consultant should guide participating organizations in developing post-training action plans to apply the acquired skills within their operations. Pre- and post-training assessments should also be conducted to measure knowledge improvement and identify areas requiring further support.

Training Duration

The Training will take five days in July 2026 excluding two days- one day for preparation and one day for reporting. Reporting The consultant will prepare and submit a comprehensive training report that includes pre-test and post-test assessment analysis. In addition, the consultant will provide a soft copy of all training materials and the trainees' attendance sheet.



Training Deliverables :

- The facilitator must share detailed training materials ahead of time for quality check and approval.
- The facilitator shall provide a comprehensive process report at the end of the training capturing all the above objectives.

Required Qualifications and Experience

The consultant/firm should have:

- Master's degree of project management or relevant field.
- Good experience in grant management and fundraising (writing good and successful applications/concept notes)
- Have an excellent knowledge on humanitarian principles, standards, frameworks and minimum standards
- Well experienced in designing and delivering training on resource mobilization, donor trends, proposal development and design, effective partnership building, and fundraising

Application process

Interested consultants/firms should submit:

- Technical Proposal with training contents and work plan
- consultant fee excluding venue, meals and refreshment of the participants
- CVs of the Trainer/s with evidence of previous experience of such kind of training
- Three references to whom the trainer worked with in facilitating similar training.

How to Apply:

The service provider is invited to submit his/her required documents as mentioned above, including a technical proposal, financial proposal and any other requirements to the SOS Children's Villages in Hargeisa office through the procurement email: procurement@sos-somaliland.org The submission deadline for required documents is 15th July 2026.