



Development Services Consultant (U.S.-Based) Independent Contractor | Results-Driven Fundraising Engagement

Asante Africa Foundation–USA is inviting proposals from experienced fundraising consultants with a demonstrated track record of delivering measurable revenue results to support U.S. fundraising during a critical period of organizational growth.

This is a senior, outcomes-focused consulting engagement—not a staff role. It is designed for professionals who can translate strategy into funds raised, pipelines advanced, and donor relationships strengthened.

The Opportunity

In 2026, Asante Africa Foundation is pursuing a \$1.4M global fundraising target, with the United States playing a central role. This engagement will focus on expanding the U.S. donor base beyond founder- and Board-led relationships while strengthening fundraising systems that support sustained growth through 2030.

The consultant will operate with professional autonomy, make strategic recommendations, and execute approved fundraising initiatives. Performance and results will be reviewed quarterly, with continuation or renewal informed by demonstrated outcomes.

Core Focus Areas

- Donor cultivation through Board Director supported regional event-based fundraising
- Fundraising campaigns (email, direct mail, year-end) for cultivation
- Donor stewardship and pipeline development
- Fundraising systems and CRM utilization (Salesforce, Mailchimp, and related tools)
- Limited grant and institutional fundraising support

How Success Is Measured

- Measurable contribution toward the 2026 \$1.4M fundraising goal
- Advancement of a diversified U.S. donor pipeline (revenue secured, pipeline value, movement of prospects) beyond existing relationships
- Campaign and event performance against agreed financial targets
- Reduced reliance on founder-led fundraising relationships
- Strengthened, forward-looking fundraising infrastructure

Who This Role Is Well-Suited For

We especially welcome interest from experienced Pan-African, Afro-descendant, and returnee fundraising professionals who bring lived connection to Africa and a track record of delivering results.

- Professionals with 5+ years of nonprofit fundraising or development consulting experience
- Consultants who can point to clear fundraising results they have helped generate
- Individuals comfortable working as an independent contractor with defined deliverables
- Fundraisers fluent in CRM-driven fundraising (Salesforce preferred)



- Those who bring Pan-African perspective, Afro-descendant lived experience, or returnee insight, and who can authentically engage donors around Africa-focused, diaspora-led, or globally rooted initiatives
- Professionals who value dignity-centered storytelling, partnership, and long-term systems change

Engagement Details

- Location: Remote (U.S.-based)
- Engagement Type: Independent Contractor
- Term: Initial 6–12 months
- Compensation: Consultant-proposed (results-based in all cases, fixed-fee, or hourly)
- Travel: Periodic domestic travel, as approved per scope
- Results reviewed quarterly

How to Apply

Interested consultants should submit:

- A resume or organizational profile
- A brief proposal outlining approach, relevant experience, and proposed fee structure
- Evidence of successful fundraising outcomes (case examples encouraged)
-

✉ Email submissions to: humanresources@asanteafrica.org

📌 Subject line: Development Services Consultant – USA Proposal

A detailed Request for Proposals (RFP) will be shared with qualified respondents. Proposals reviewed on a rolling basis.