

CONSULTING OPPORTUNITY – FISHERIES AND MARICULTURE FINANCING

March to May 2026

SUMMARY

Clarmondial is an independent company focused on designing and implementing investment solutions for the sustainable use of natural resources. Through strategic advisory work and investment funds it has developed, Clarmondial supports nature, climate and livelihood initiatives in various countries and regions. Clarmondial's activities aim to achieve positive environmental outcomes and contribute to rural livelihoods.

Clarmondial is implementing the Loan Guarantee Facility (LGF), developed in partnership with the Marine Stewardship Council (MSC) to unlock financing to fisheries implementing sustainable management practices. Clarmondial intends to expand this initiative through the development of a new facility to unlock financing for fishing operators, mariculture businesses, and possibly other coastal businesses contributing to environmental sustainability and economic resilience. We are looking for a consultant to support the design of this facility, with the potential of subsequently joining its development and implementation.

CONSULTANCY SCOPE

The role is initially structured as a 3 to 4-month consultancy to allow rapid progress and mutual assessment of fit, with the possibility of transitioning into a permanent role focused on implementation. The role is designed for a candidate who is interested in building and owning a long-term initiative, beyond delivering a stand-alone consulting assignment.

The consultant will work on the tasks outlined in the annex.

By the end of the consultancy, success would be reflected in:

- A clear and defensible positioning of the facility within the global coastal and fisheries finance landscape.
- A prioritized set of target geographies, partners, and financial instruments, with a strong underlying rationale.
- A small number of credible pipeline opportunities and/or strategic partnerships under active discussion.
- A refined facility concept note that reflects market realities, of beneficiaries, partners, and funders.
- A shared, well-informed view between Clarmondial and the candidate on transitioning into a permanent position.

The location of the role is flexible, but the consultant must be able to work closely and responsively with Clarmondial colleagues and partners operating primarily in the Central European Time (CET) zone and should therefore expect to maintain regular availability during core European working hours.

Fluency in spoken and written English is required. The candidate must be able to communicate clearly with a range of stakeholders, from local community organizations to conservation groups, researchers, government representatives, donors, and financiers. Additional language skills are considered a strong plus.

Clarmondial is seeking candidates who combine strategic thinking, and a proactive approach, with a strong sense of ownership and execution. The ideal candidate has relevant sectoral experience (fisheries, fishing operators, mariculture businesses, sustainable coastal economic development), experience in financial structuring (preferably with experience in both developed and emerging markets), strong project management skills and demonstrated ability to self-motivate and take responsibility for taking ideas from inception into reality.

APPLICATION INFORMATION

Applicants are invited to submit their motivation letter and CV to hr@clarmondial.com by 28 February 2026.

Clarmondial is an equal opportunities employer.

ANNEX: Consultancy tasks

The consultant will work on the tasks outlined below. A detailed workplan, including target deliverables, will be made available to suitable candidates and form the basis for a budget proposal. Insights and recommendations will be shared on an ongoing basis.

Task 1: Landscape analysis

Based on Clarmondial and MSC's existing assessments, experience and networks, contribute to further developing and maintaining a strong institutional understanding of the global landscape of de-risking instruments, blended finance vehicles, and funding structures relevant to coastal resilience, fisheries, and aquaculture.

Translate landscape analysis and stakeholder interviews into clear strategic insights and recommendations, including implications for positioning, instruments, beneficiaries, and target geographies.

Identify gaps in the existing ecosystem and advise on where the new facility can add distinctive value, including areas where Clarmondial should avoid duplication or low-impact approaches.

Task 2: Pipeline development

Engage existing partners and broader network to identify companies and organizations that would benefit from the facility's support.

Engage potential partners, including companies, financial institutions, cooperatives, municipalities, NGOs, and advisors active in relevant value chains.

Assess financing needs of potential projects.

Task 3: Facility design

Working closely and collaboratively with Clarmondial team members and building on existing assessment processes and policies developed by Clarmondial (including lessons learned), contribute to the refinement of the facility concept, including the definition of target beneficiaries, financial instruments, geographic focus, and funding rationale(s).

Ensure that field-level insights and partner feedback are translated into robust facility design choices, including risk allocation, eligibility criteria, and implementation processes.

Task 4: Funding Partnerships

Contribute to the identification and engagement of potential funders, donors, and strategic partners that could support the development and launch of the facility.

Participate in early-stage discussions with donors and partners and support the refinement of the facility pitch based on feedback received.

Help lay the groundwork for longer-term fundraising and partnership strategies beyond the initial consulting phase.