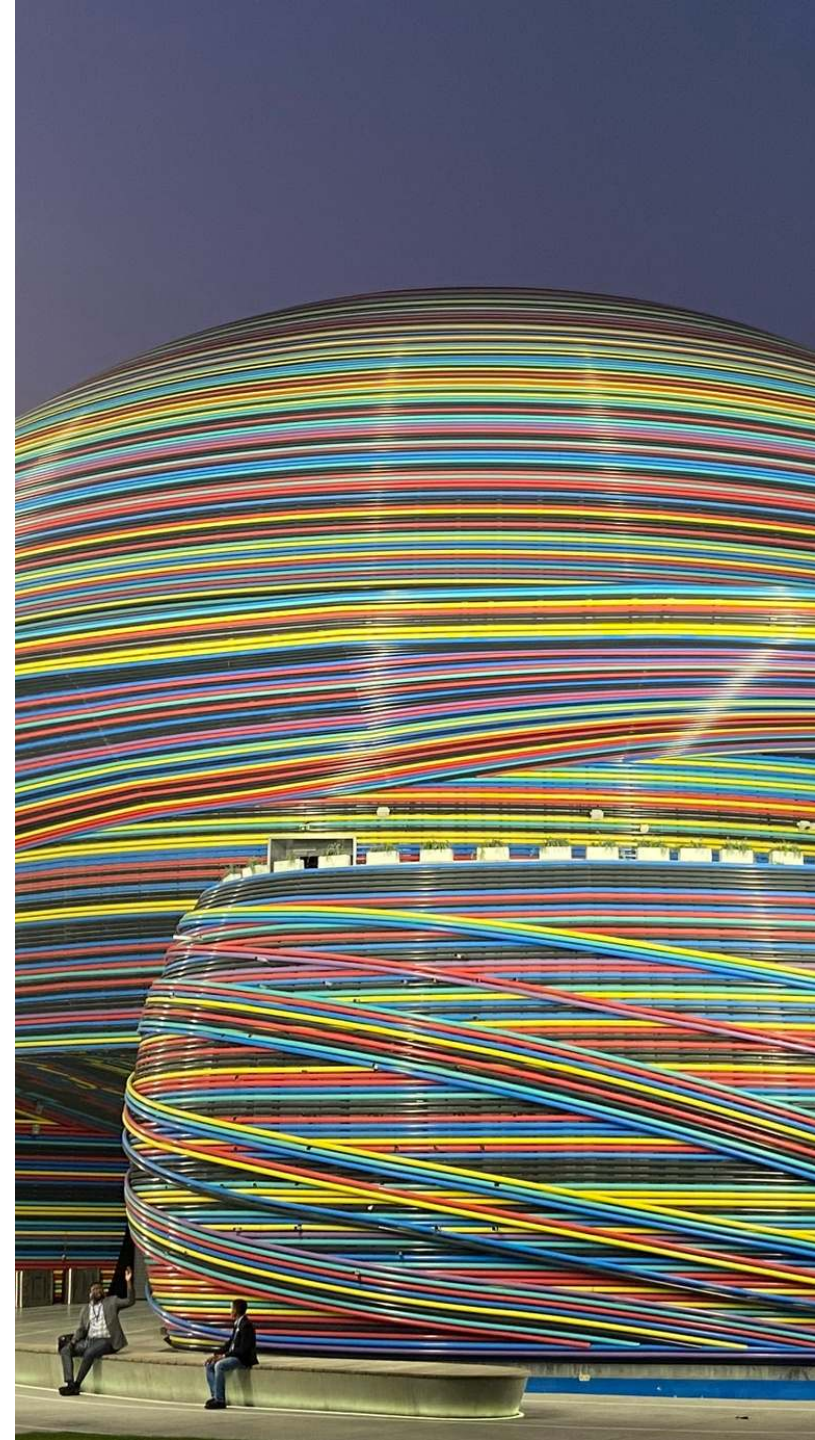




CONSULTANCY OVERVIEW

MNPQ CONSULTING

ADVOCACY,
PARTNERSHIPS,
RESOURCE MOBILISATION &
STAKEHOLDER ENGAGEMENT





Boutique consultancy with over **20 years experience specialising in developing partnerships & resource mobilisation strategies** that secure funding through strategic stakeholder engagement and stewardship for **UN, NGOs, EU institutions, SMEs and international organisations**





OUR SERVICES



Partnerships & Resource Mobilization

Leveraging our global expertise, we devise tailored solutions enabling organisations to forge strategic partnerships, secure diverse funding, and maximize their global reach and impact. With MNPQ Consulting, you gain a trusted partner to drive impactful initiatives across borders.



Policy & Advocacy

MNPQ Consulting helps clients navigate complex international policy landscapes, empowering organisations to advocate for implementation of evidence-based policies. Through research and strategic engagement, we advance progressive agendas that prioritize environmental, social, and economic sustainability.



Communications & Stakeholder Engagement

We craft customised engagement solutions, blending innovation and strategic insight to foster authentic stakeholder engagement across diverse cultures. Our collaborative approach cultivates meaningful partnerships, empowering clients to drive impactful global change.

WHO WE SUPPORT



UN Agencies

Providing strategic advisory services to UN agencies in areas such as sustainable development, humanitarian response, and global health.



Research Institutions & Think Tanks

Assisting research bodies and think tanks in translating their expertise into impactful policy recommendations and advocacy strategies.



International NGOs

Collaborating with large international NGOs to enhance their policy engagement, advocacy, and resource mobilization efforts.



Small & Medium Enterprises

Provide tailored advisory services to help SMEs secure climate and environmental funding, navigate relevant regulations, and develop effective advocacy strategies to amplify their impact



Grassroots Organizations

Supporting local and community-based organizations in strengthening their organizational capacity and stakeholder engagement.

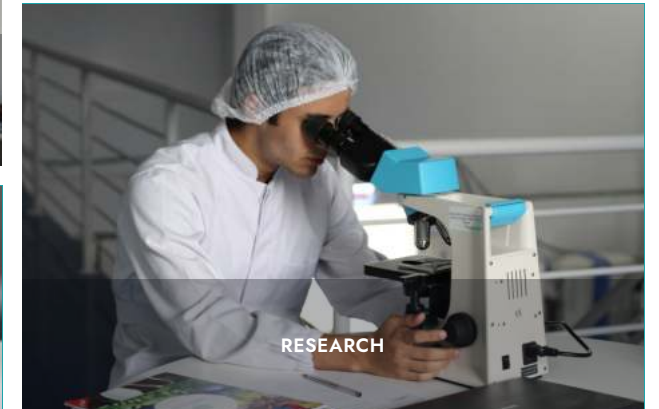
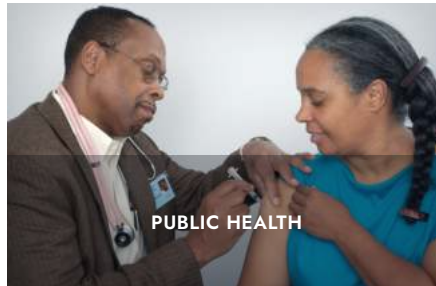
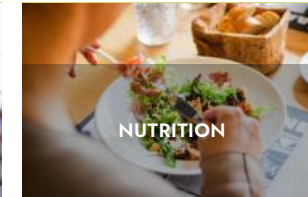
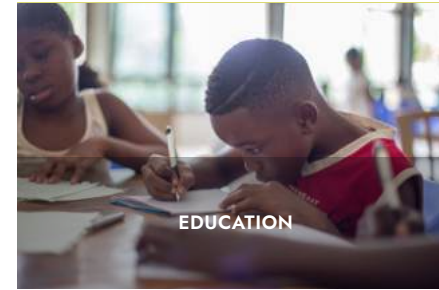


MNPQ Consulting has the expertise and experience to support a diverse range of organizations in achieving their strategic partnerships goals and elevating their impact.



THEMATIC EXPERTISE

MNPQ works on a number of sustainability-related themes, with ample years of experience providing expertise in various salient sustainable development topics



OUR
CLIENTS
ADORE
OUR
EXPERTISE.



"Expertly moderates and facilitates, creating inclusive, comprehensive strategy and programme design with great proficiency"

- Waheeb, UNDP



CONSULTANT BIO

skills

career

training & education

references

writing samples

A LITTLE MORE ABOUT WHO'S BEHIND MNPQ CONSULTING.

Martijn Pakker, Founder & Principal Consultant

With over two decades of experience in international and multilateral organisations, Martijn leverages his deep expertise in research and sustainable development to devise narratives that bridge the science-policy divide, driving informed investments at global, regional, and national levels.

Martijn's extensive experience in global stakeholder engagement allows him to craft impactful fundraising strategies, cultivate robust relationships, and forge strategic partnerships for improved sustainable development outcomes in health, environment and global R&D.



RELEVANT EXPERIENCE



Communications & Public Relations

Design and delivery of comprehensive communications plans for international NGOs

Monitoring & Evaluation of key KPIs of communications strategies

Provision of advisory services to partners and clients on effective communications

Crisis Communications and Media Relations experience

Training & Facilitation of spokespersons and heads of organization



Stakeholder Engagement

Strategy lead on high-level global forums on sustainable development (UNFCCC COP25- 26-28, UN CBD COP15, UNGA, WHA)

Management of site and campus visits for high-level government representatives and Heads of State

Drafting of multi-country stakeholder engagement plans and leading teams on their implementation

Design & Facilitation of stakeholder consultations at national and regional levels



Policy & Advocacy

Drafting of multi-year advocacy strategies aimed at creating enabling political environments for human rights and sustainable development

High-level representation and negotiation at EU and ministerial level on human rights, sustainability and health

Bridging the evidence-to-policy gap through effective storymining and information dissemination campaigns

Establish linkages between policy and funding by advocating for increased funding at budgetary and political level



Partnerships & Resource Mobilization

Management of multi-stakeholder partnerships platforms for advocacy, bridging the science-policy gap

Identification, initiation and stewardship of new and potential donors, including HNWIs, governments and private sector

Drafting and submission of multi-year, multi-million USD funding proposals for core funding and infrastructure development

Mentoring & training of senior colleagues in partnerships relations and donor management

CORE SKILLS & COMPETENCIES



Communication

Ability to convey ideas effectively and identify messages others are trying to convey

- Exceptional at knowing the "right thing" to say to people and understanding how people will react.
- Strong at asking questions and using facts, logic and experience to support opinions.
- Experienced public speaker & spokesperson
- Skilled at speaking clearly, conveying positivity, and being sociable.
- Diplomatic, courteous, cooperative, and considerate with others while demonstrating cross-cultural sensitivities.
- Media relations & public speaking experience



Persuasion

Ability to convince others of a direction, activity or idea, and influence decision-making.

- Excellent at understanding people's' motivations and feelings and knowing how to motivate others to change.
- Skilled at swaying the thinking and behavior of individuals who initially disagree, through constructive dialogue.
- Capable of being tactful and working to find a mutually agreeable solution among partners and stakeholders



Networking

Ability to create and identify linkages between people, ideas and initiatives.

- Skilled facilitator and convenor, bridging evidence-to-policy through effective partnership creation.
- Comfortable operating at grassroots as well as high-level environments.
- Proven ability to establish cross-sectoral links and partnerships.



Languages



ENGLISH C2



DUTCH C2



FRENCH C1



SPANISH C1



GERMAN B1



BANGLA A2



RUSSIAN A1

EMPLOYMENT HISTORY

Various positions

- 2011-2012: Executive Director (interim), European Volunteer Center (BE)
- 2010: Senior Account Manager, Edelman Brussels (BE)
- 2008-2009: Board Delegation, Developed Country NGOs, GFATM, (CH)
- 2008-2010: Guest Lecturer, EU Development Policy, ULiège (BE)
- 2007-2010: EU Policy Advisor, Stop AIDS Alliance (BE, NL, UK)
- 2005-2007: Project Coordinator Youth Network IPPF European Network (BE)

Advocacy, Donor Relations & Research Uptake Manager *icddr,b*

Spearheaded advocacy campaigns and events at global forums. Secured multi-million USD funding through strategic partnerships and communications. Served as policy liaison bridging science and innovation in public health

Senior Manager / Head of Global Advocacy *CGIAR (IRRI)*

Crafting a strategic IRRI advocacy plan for 2020-2025, highlighting agricultural research's impact on SDGs, prosperity, nutrition, food security, health, and climate change. Spearheading advocacy initiatives at global forums, emphasizing research partnerships. Directing multi-country communication and stakeholder engagement for Golden Rice regulatory approval

Founder & Principal Consultant *MNPQ*

Draft tailored stakeholder strategies for clients, bolstering project outcomes. Analyzed policies to develop strategic arguments. Represented clients, raising organizational recognition. Facilitated outreach, enhanced public awareness of EU/UNFCCC policies and funding. Clientele: CGIAR, GIZ, Green Climate Fund, CIFOR-ICRAF, Healthy Reefs for Healthy People

2005 2011

2011 - 2015

2015 -2018

2018-2019

2019-2022

2023-2024

2022 - present

Independent Consultant, Advocacy and Programmes

Crafting tailored strategies and public relations initiatives to elevate the profiles and amplify the voices of clients across diverse industries, including the private, public, and non-profit domains

Regional Partnerships & Advocacy Manager *CGIAR (CIAT)*

Strategized participation in key global events like UNFCCC COP, UNFSS, ECOSOC, and Sustainable Development Summits. Engaged scientists to build networks, secure funding, and establish research-friendly policies

Head of Strategic Relations and Activities *IEEP*

Led a team of five professionals dedicated to governance, networking, events, and partnerships. Spearheaded the production and launch of the European Green Deal Barometer's 3rd edition. Crafted IEEP's resource mobilization and research impact strategy for 2023-2027. Steered IEEP's exclusive networks and their yearly conferences.



**Katholieke Universiteit
Leuven**

2000-2004

East European Studies
Kandidatuur (BA)



Webcredible UK

2007,

Writing for the Web
Certificate



MITx

2018

Development Economics
Masterclass



**Bill & Melinda
Gates Foundation**

2022

Science Communication
Strategies
Training



**International Planned
Parenthood
Federation**

2006-2007

Project Cycle Management
Training



**Edelman Public
Relations Worldwide**

2010

Social Media Analytics
Advanced Course



University of Liverpool

2018-2023

Organisational & Business
Psychology
MSc

EDUCATION & TRAINING

REFERENCES

“MARTIJN UNDERSTANDS VERY WELL THE INNER FUNCTIONING OF ORGANISATIONS AND CAN IDENTIFY ITS POTENTIAL STRENGTHS AND CHALLENGES IN A STRATEGIC WAY. HE CAN THUS PROVIDE ON-THE-SPOT RELEVANT INSIGHTS THAT PIQUE THE INTEREST TO POTENTIAL DONORS/FUNDERS.”

Antoine Oger

Executive Director

Institute for European Environmental Policy

aoger@ieep.eu



“MARTIJN’S SKILLS IN LINKING RESEARCH OUTPUTS TO ADVOCACY HAVE BEEN CRUCIAL IN POSITIONING IRRI AS AN INNOVATOR IN AGRICULTURE RESEARCH. HIS CAPACITY TO ENGAGE STAKEHOLDERS AT ALL LEVELS HAS ADDED CREDIBILITY AND GRAVITAS TO MUCH OF OUR RESEARCH - PARTICULARLY IN PROMOTING NEW TECHNOLOGIES IN AGRICULTURE TO SUPPORT PROGRESS TOWARDS SUSTAINABLE DEVELOPMENT, PUBLIC HEALTH, NUTRITION AND CLIMATE CHANGE.”

Inez Slamet-Loedin

Head of Genetic Design & Validation Unit

International Rice Research Institute

islametloedin@irri.org



“IT WAS A PLEASURE WORKING WITH MARTIJN NOT ONLY FOR HIS PROFESSIONALISM, SOUND INSIGHTS AND POLITICAL ACUMEN, BUT ALSO FOR HIS POSITIVE ATTITUDE AND PLEASANT DEemeanOR BOTH IN AND OUTSIDE THE WORKPLACE. HE IS A DEDICATED AND CREATIVE INDIVIDUAL WHO TAKES ON CHALLENGES WITH BOTH HANDS AND TURNS THEM INTO OPPORTUNITIES.”

Anthony Flynn

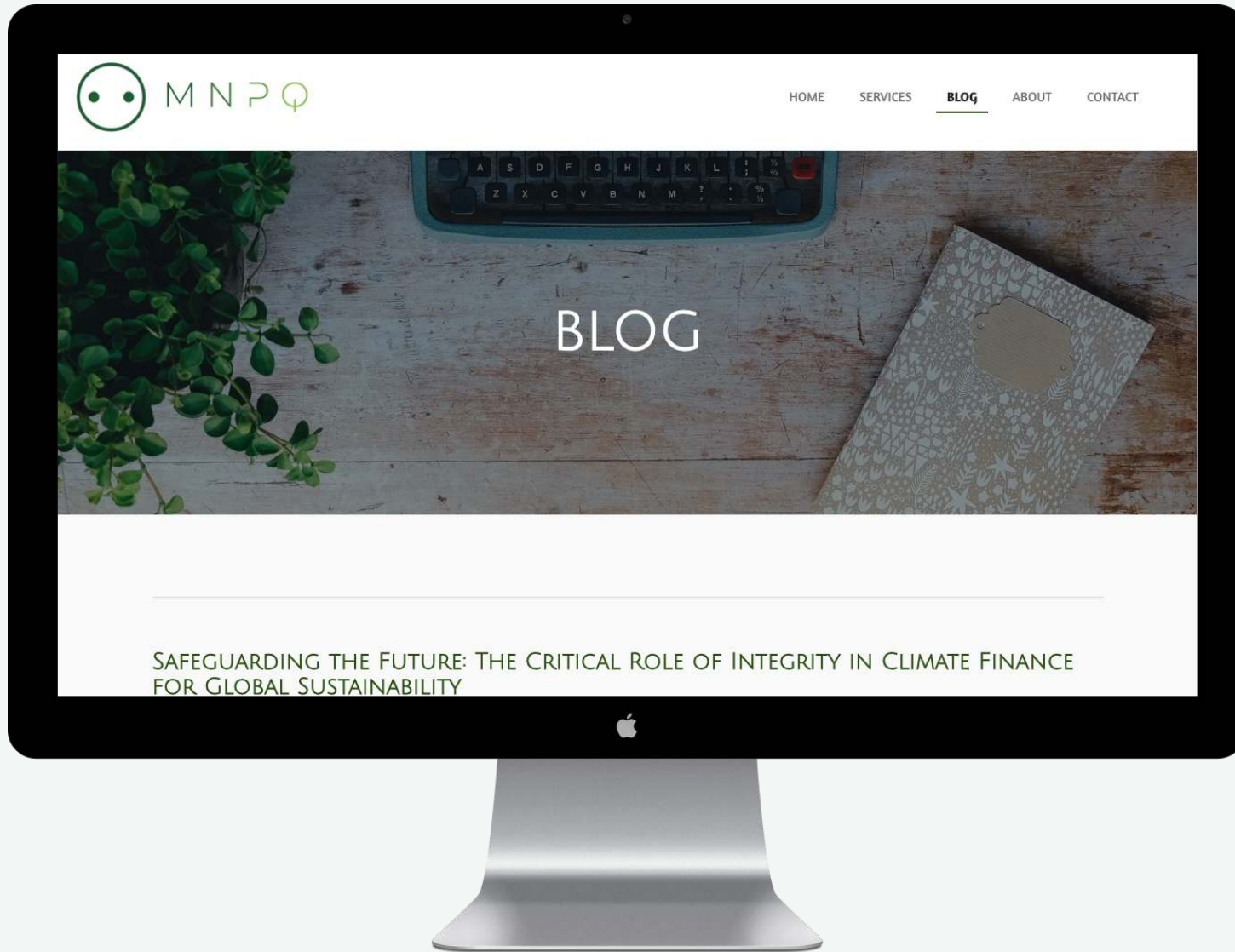
Director, Development (retired)

icddr,b

acmflynn@hotmail.com



WRITING SAMPLES FROM MNPQ CONSULTING BLOG*



Europe at a Crossroads:
Reflections on von der Leyen's
2025 State of the Union ([read](#))



WEF Davos 2025: At a
Crossroads for Climate Action,
Sustainability, and Global
Development ([read](#))

* additional writing samples written in clients' or employer's name and/or >3yrs are available [here](#)



PRACTICAL INFORMATION

fee structure

contact details



FEE STRUCTURE



Rates

- USD 850 per day
- Excl VAT and expenses



Invoicing

- Milestone delivery based, with a 25% instalment payable upon signature of contract



Travel & DSA

- As per organisational policy
- Invoiced separately



You've heard from us.

WE LOOK FORWARD TO
HEARING FROM **YOU.**



+32 483 03 11 30



martijn@mn pq.eu



www.mn pq.eu

2, rue du Grand Cerf, 1000 Brussels Belgium

VAT BE0838.254.697

MNPQ is registered with the EU Transparency register no. 076250493781-60