



JOB DESCRIPTION

| | |
|-----------------------|--|
| Position title | Global Fundraising Partnerships, Senior Manager CARE International |
| Supervisor | Global Public Engagement & Fundraising Director |
| Location | CARE is committed to building a diverse workforce and Secretariat staff are therefore based in different strategic locations. For this role we would prefer a UK, London base but other CARE offices locations may be considered, subject to negotiation and practicality. |

Background

CARE International (CI) is one of the world's leading humanitarian and development INGOs. CARE works around the globe to save lives, defeat poverty and achieve social justice. CARE's Global Program Strategy sets out a bold vision to tackle the underlying causes of poverty and social injustice and by 2020 we will support 150 million people from the most vulnerable and excluded communities.

The CI Secretariat provides support, coordination and global coherence to the CARE confederation. The Secretariat is based in Geneva but 50% of its staff are remotely located at strategic places across the CARE world. The Public Engagement & Fundraising group brings together advocacy, fundraising and communications teams. We are generating a step change in CARE's influence and income by amplifying the confederation's efforts to reach, engage and excite the audiences who have the power to help us deliver programme impact and policy change. Growing CARE's income is a key priority for the global CARE movement and our Global Growth Framework will see CARE members work together to transform CARE into a \$1 billion annual revenue organisation.

Position Summary

This new position offers an exciting opportunity to help the CARE confederation reach its important revenue growth goals by supporting CARE members, regions and Country Offices to grow partnership revenue from Institutions, Foundations and Companies. Raising over \$600 million annually from partnerships, CARE is already one of the leading recognised partners for development and humanitarian funding and we have seen record growth in the last two years. But we know we can grow faster and in a more sustainable way by developing, sharing and building on best practice; working together across the CARE family and focusing on creating new global partnerships.

Reporting to the Global Director for Public Engagement & Fundraising, this position will sit in the small but effective and well regarded Global Fundraising team and will work closely with CARE program staff and fundraisers to drive a globally coherent approach which will speed up growth and opportunities.

The position requires technical knowledge, hands-on senior practitioner experience and the ability to build influence and alliances across a large, global and decentralised team in order to improve partnerships revenue.

Specific duties are listed below, although flexibility will be necessary as new developments occur in the CARE confederation:

1. Develop and support best practice for partnerships funding growth (35%)

- Support the program and fundraising communities to develop, share and replicate best practice in government/institutions, foundations and corporate partnerships.
- Network and share information with peer agencies, key consultants and innovators in order to keep CARE at the forefront of best practice, future trends and innovation.
- Help lead the delivery of the 'Boost our Program Funding Approach' Road to Growth which is outlined in our Global Growth Framework and work with key champions to deliver on the milestones.
- Act as a senior member of the annual Skill Share Conference planning and delivery team – and lead on the funding partnerships element.
- Advise the Global team, Fundraising & Marketing Directors, Global Program team and Strategic Leadership Teams on partnerships fundraising performance, key donor intelligence, opportunities and challenges. Work closely with the Senior Fundraising Manager, Individual Supporters to produce accurate and timely data.
- Work closely with key fundraisers, programmers and other teams across the Confederation to build effective strategies and approaches to grow funds for CARE's 2020 Program Strategy and the significant scale up of our programs.
- Act as a senior level in-house consultant to funding and program teams on partnership fundraising.
- Help build CARE's global case for support and work closely with CARE USA on their major comprehensive campaign.
- Where requested and when available, support CARE members with high level proposal development, pitches and negotiations.

2. Build a strong and coordinated funding partnerships community (20%)

- Work with key colleagues to build a cohesive and vibrant global 'tribe' which will encourage best practice and a global approach across our diverse members, regions and country offices.
- Work closely with CARE USA's Senior Global Funding Director, Regional Strategic Partnership Directors, key Member Directors and the EU Funding team to position CARE proactively for improved resource mobilisation and help build our case for support.
- Support the Private Sector Engagement Community of Practice in the development and delivery of their annual workplan and set up and support other communities of practice, where required.
- Help forge effective connections and alliances across CARE so that we are pursuing funding partnerships in an efficient and effective manner.
- Help to manage disputes between members on fundraising partnerships and raise any systematic issues so that we can improve.

3. Deliver efficient systems and global coherence (15%)

- Support the development of the CARE code and associated policies for funding partnerships practice ensuring that key stakeholders are consulted, aware and following CARE's agreed ways of working.
- Monitor the compliance to the Private Sector Engagement Guidelines and support the Global Committee to make good and timely decisions.
- Produce and manage a match funding map that will support members with their fundraising and reduce match liabilities.
- Develop an efficient model for sharing proposals, cases for support and major campaigns so that all CARE fundraisers can access material that will support their efficient fundraising operations.

4. Lead the development of Global Partnerships and Emergency Fundraising Best Practice (30%)

- Work closely with the Senior Director of Global Fundraising at CARE USA and a core team to develop, implement and monitor a new ambitious approach with global funding partners which will be led by key members.
- Act as the key lead for the Global Fundraising team on emergencies fundraising and work closely with the Central Emergencies Group, the Communications and Advocacy teams to help double CARE's market share in emergencies fundraising. This will involve working beyond partnerships fundraising and working closely with the Individual Supporters Senior Manager too.
- Help lead the delivery of the 'Grow our market share in emergencies' Road to Growth which is outlined in our Global Growth Framework and work with key champions to deliver on the milestones.
- Represent CARE's fundraising at global forums on global partnerships and emergency fundraising to grow our learning and best practice and help to positively position CARE.

Key Contacts:

Internal:

- CI Member fundraising, program leaders.
- Key regional and country office program staff
- EU Office.
- The Global Program team.
- Relevant Strategic Leadership Teams.
- Private Sector Engagement Community of Practice.
- Global Public Engagement & Communications team with particular close work with the Senior Fundraising Manager – Individual Supporters and the Global Director and interns.

External:

- Peers in other development organisations, CARE's funder partners and potentials, key sector consultants and innovators.

Candidate Profile Education:

- A Degree and masters level in education in a relevant subject or the equivalent in experience.
- At least ten years of experience in senior-level partnerships fundraising with hands on and management experience across at least two channels (ie Government/Institutional; Foundations and Corporate Partnerships) for an INGO or equivalent global organisation.
- Experience of working in the global South for an INGO in programme development and funding would be highly desirable.

Required Competencies:

- A proven strong track record of success in partnerships fundraising with evidence of personal leadership of successful multi million, complex bids and/or pitches.
- Very good knowledge of international non-profit fundraising international experience a definite asset.
- A sophisticated understanding of the funding environment and future trends and how this may impact on CARE's mission and vision.
- Excellent spoken and written English, with additional languages an asset.
- Proven record of building, managing and working with virtual teams and creating an enabling environment.
- Demonstrated success in managing complexity and superior analytical and conceptual skills.
- Political acumen and the proven ability to build consensus and support across organisations, levels and functions.
- Strategic thinking – the ability to conceptualize, innovate, plan and execute ideas as well as transfer knowledge and skills.

- Strong negotiation and facilitation skills.
- Commitment to gender equity and diversity.
- Leading with vision and values.

The position will require regular international travel – estimated at 25% but subject to change.

How to Apply:

Interested and qualified candidates should submit their CVs and a covering letter of interest in English to <mailto:cirecruitment@careinternational.org> by September 21st.

Only short-listed candidates will be contacted.

More Information on CARE International is available at www.care-international.org.