Fundraising Lead

Cowes, Isle of Wight

This is a new position created to provide senior capacity within the fundraising team. Your main role will be to secure substantial unrestricted and restricted grants and donations for the Foundation and across a range of projects. In addition the role will contribute to the development of our fundraising strategy.

Role and Responsibilities

Reporting to our Executive Lead, the role will include:

- **Prospecting.** Identifying potential funders through a variety of approaches including research, networking and collaboration with project teams. Including attendance/presenting at events. Likely to include regular overseas travel.

- **Relationship development.** Engage with potential funders and organisations leveraging all appropriate opportunities to develop strong and mutually beneficial relationships.

- **Story telling.** Shaping strong and compelling proposals and reports together with the project teams.

- **Pitching.** Presenting proposals through presentations, conversations and informal and formal written formats.

- **Relationship Management.** Manage relationships with individuals and organisations to deliver multi year funding. Including for example contract management, and high quality written and financial reporting.

- **Developing capability and capacity.** Contribute to the development of the organisation’s approach, capacity and capability to meet its funding needs.

Your profile

- You will be an experienced fundraiser with a track record of working globally and securing substantial grants and other funding coupled with a successful history of leading or influencing complex projects.

- Knowledge of circular economy or related areas would be a real advantage.

- Strong financial acumen together with evidence of proven leadership skills.

- Comfortable working with a range of internal and external stakeholders.

- You will have strong communication skills with excellent written and spoken English.

- An accomplished public speaker and presenter.
Please apply with CV, covering letter and salary expectation to Barbara Calland (barbara@ellenmacarthurfoundation.org)

Desired starting date: As soon as possible

Package: Competitive within the charity sector and dependent on experience plus generous holiday allowance, gym membership etc.

Location: Cowes, Isle of Wight

What we do:
The Ellen MacArthur Foundation is an innovative not-for-profit organisation with a mission to accelerate the transition to a circular economy. The Foundation works with the world’s largest organisations and the emerging innovators that are bringing a circular economy to life. If you would like to learn more about the Ellen MacArthur Foundation or the circular economy, please visit: www.ellenmacarthurfoundation.org