

Job Announcement



Head of Philanthropy

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| Location: | Hybrid, globally remote and home-based with regular time in the Geneva office |
| Reporting to: | Director of Operations with close collaboration with the Executive Director |
| Manages: | Line management of two |
| Annual salary: | 140,000 CHF, salary will be adapted for other locations |
| Contract type: | Permanent |
| Working hours: | Full-time |
| Candidate level: | Management |

Background

The tragedy of conflict-related sexual violence persists as women: mothers, sisters, daughters, and men: boys, fathers and sons are raped and sexually tortured without restraint. Once, twice, dozens of times or more, by perpetrators who continue to walk free, leaving survivors' lives shattered. This reality remains as unacceptable as ever and failure to recognise the harm caused or to provide redress exacerbates the damage done.

The [Global Survivors Fund \(GSF\)](#) was launched in 2019 by Nobel Peace Prize laureates, Dr Denis Mukwege and Nadia Murad, with a mission to enhance access to reparations for survivors of conflict-related sexual violence across the globe.

GSF acts to provide reparative measures in situations where others are unable or unwilling to meet their responsibilities, responding to a gap long identified by survivors. As well, GSF also assists and advocates for the international community to develop supportive, reparative programmes for survivors around the globe. With a survivor-centric approach as the cornerstone of its work, GSF is establishing an important new team that will shape and lead GSF's ambitious goals and vision.

Up until now, GSF have almost exclusively raised funds from governments and public institutions, however, the inaugural Head of Philanthropy will be responsible for spearheading GSF's diversification of income sources from trusts, foundations, and private philanthropists.

Purpose of role

The Head of Philanthropy will be responsible for leading and driving the private funding strategy to deliver 5 M CHF annually by 2026. The strategy is focused on raising funds from national and global cross-border trusts, foundations, and private philanthropists with a particular focus on the USA, Switzerland, the United Kingdom, the Netherlands, and the Nordic countries.

GSF already have a strong network of contacts and the Head of Philanthropy will work with existing contacts and build up new, long-term relationships with donors to deliver the fundraising strategy. GSF is currently in the process of setting up registration in the USA to facilitate fundraising.

This is an exciting opportunity to nurture and grow a team, and closely collaborate with colleagues. Once in post, the Head of Philanthropy will appoint two new positions to be line managed and cultivated, creating an effective, driven fundraising team.

Leading the new team, the Head of Philanthropy sits within the directorate which leads on global engagement with all donors. Adept at working in all traditional environments, as well as engaging with new philanthropists, the successful candidate will confidently speak and persuade donors to 'live and breathe' their commitment to GSF's unique work to support survivors.

Responsibilities

The successful candidate will have the following key responsibilities:

- Drive the private funding strategy, with clear focus on agreed goals and targets.
- Ensure rigorous prospect identification, research, and network planning and develop clear stewardship and solicitation plans for key funding prospects.
- Working with the Executive Team to leverage GSF's networks to secure new contacts, influencers, and funders.
- Produce compelling proposals, tailored to specific donors, within the desired funding parameters for the GSF's strategic pillars: act, advocate and guide, and manage internal approval process.
- Develop excellent account management for secured donors.
- Establish strong collaborative relationships across GSF to support fundraising outreach, excellent relationship building, and reporting.
- Advise GSF's staff on fundraising best practices for maximum impact.
- Recruit and lead the fundraising team, fostering a culture of excellent teamwork.
- Oversee the organization and running of GSF events for donor cultivation and reporting, in close collaboration with the Executive and Communications Teams.

- Design standards for private funding success, developing and monitoring metrics to measure and identify areas of success and opportunity.
- Work with the Communications Team to create exciting fundraising campaigns and develop external relationships.
- Collaborate with the Advocacy Team, as needed, to support leveraging of repurposed assets as an additional funding stream,
- Track donor funding data, create income projections and set goals.
- Manage the team expenditure budget and produce financial reports as required.

Profile

The Global Survivors Fund is committed to diversity, gender balance and inclusion, as well as reflecting the diversity of the places where we work and the communities we work with, therefore we encourage applications from qualified professionals from all backgrounds, cultures, or beliefs.

GSF is seeking a self-starter who will position GSF as a leading actor in its mission to enhance survivors' access to reparations. The ideal candidate will be an experienced, entrepreneurial strategic thinker, with relationship and stewardship prowess and a proven track record of securing high-value multi-year funding commitments and developing and implementing a dynamic fundraising strategy.

Experience

- 7+ years of professional experience, with a demonstrable record of fundraising success securing multi-year \$1M+ USD relationships with trusts, foundations, and private philanthropists.
- Proven record of managing a successful fundraising team.
- A solid network within the global foundation, trust, and private philanthropist sectors.
- Knowledge of fundraising for a complex, international cause, with a range of varied programmes.
- Experience growing a private sector fundraising function from scratch would be desirable.

Skills and Personal Traits

- Strong written, verbal, and digital communication skills, including representing the organization at events and in-front of donors.
- Organization skills, with the ability to multi-task and prioritize projects while working to a deadline, or in a fast-paced environment.
- Proficiency in Microsoft Word and Excel and donor relationship management tools/database.
- English is essential and French would be an asset.
- An analytical mind-set, with the ability to solve problems.
- Professional demeanour and strong work ethic.
- Self-motivation with the capability to work independently.
- Entrepreneurial growth mind-set.



- Innovative and strategic thinker.

To apply for the post

Please send a letter of application stating the skills and approach that you would bring to the post with your CV/resume (no photos) in strict confidence by email only to: [Zoe Oldham](mailto:zoeoldham@darylupsall.com) at zoeoldham@darylupsall.com.

Please ensure they are sent as Word documents with the titles “*your name cover letter*” and “*your name CV*” Please put “*name of client and post*” in the email subject line.

The deadline for application is Sunday April 2nd 2023.

Sign up to [Global Charity Jobs](#) to receive our weekly jobs bulletin to not miss a single opportunity!

Daryl Upsall International actively promotes equality, diversity and inclusion. In recruiting candidates, we seek candidates with the proven skills required; irrespective of race, gender, religion or belief, age, disability or sexual orientation.