

Job Announcement



Fundraising Manager

The deadline for applications is Sunday April 21st, 2024.

Location:	Global
Location type:	Remote
Reporting to:	Head of Fundraising
Annual salary:	£45,000 GBP
Contract type:	Permanent contract (depending on location)
Working hours:	Full-time
Candidate level:	Management

Background

Cochrane is an independent, diverse, global organization that collaborates to produce trusted synthesized evidence, make it accessible to all, and advocate for its use. With a vision for a world of better health for all people where decisions about health and care are informed by high-quality evidence, Cochrane's work is internationally recognized as the benchmark for high-quality information about the effectiveness of health care.

Cochrane's mission to provide accessible, credible information to support informed decision-making, has never been more important or useful for improving global health. In the digital age, people have much greater access to health information, but little way of knowing whether that information is accurate and unbiased. We do not accept commercial or conflicted funding. This is vital for us to generate authoritative and reliable information, working freely, unconstrained by commercial and financial interests.

With ambitious plans, Cochrane is building a new fundraising team in order to support their work and the world's most pressing health challenges by raising funds.

Purpose of role

The role of Fundraising Manager will work closely with the Head of Fundraising to implement a strategic fundraising plan and raise vital funds. We are seeking a self-starter; an experienced and energetic fundraiser with a proven track-record of successfully securing five and six figure gifts from a wide range of donors.

Bringing experience of fundraising from global high-value trusts and foundations, as well as from government or multilateral donors (e.g. the European Union), we are looking for a donor account manager with excellent communication skills.

The Fundraising Manager will also be responsible for promoting best practice within fundraising and will work to ensure the highest quality and levels of efficiency. The incumbent will align Cochrane's core mission and vision and will be comfortable brokering relationships with representatives from key donors.

Primary responsibilities

The job holder will have the following key responsibilities:

- Proactively identify and qualify new donors and new funding opportunities from global trusts and foundations and government donors.
- Use your initiative to explore links and make connections to donors in order to sustain and grow income for Cochrane.
- In line with Cochrane's priorities, coordinate the development of high quality funding proposals to successfully build your own portfolio of trusts and foundations and government donors. This includes developing compelling cases for support, theories of change and budgets in accordance with donor guidelines.
- Build and maintain strong and effective relationships with donors, using our CRM as a tool for account management.
- Manage existing funding agreements to a high standard through matrix working.
- Writing and reviewing copy for donor reports.
- Represent Cochrane at meetings with donors and partners, at external networking events and within the fundraising profession.
- In an increasingly competitive fundraising environment, successfully position Cochrane as a credible and desirable partner among a wide range of stakeholders.

Profile

The following offers an aspirational view of our ideal candidate profile; however, we encourage applications from candidates with a wide range of experiences and backgrounds, especially those from underrepresented groups.

Essential experience

- Thorough understanding of how global trusts and foundations and government donors or multilaterals operate, the current donor landscape, and trends in funding.
- Successful track-record of raising five and six figure funds through writing high-quality proposals and reports for a variety of global trusts and foundations and government or multilateral donors.
- Experience of identifying and researching funding prospects and funding opportunities.
- Experience of developing and implementing robust donor engagement strategies.
- Experience of developing complex funding proposals using logical frameworks, theories of change or similar proposal development tools.
- Excellent project management skills with the ability to handle tasks and deadlines efficiently and effectively, and to coordinate across different stakeholders for proposal development.
- Confident, effective communication skills with the ability to create and develop relationships with a range of different people.
- Sound financial literacy (particularly understanding of budgeting and financial reporting processes).
- Strong presentation skills with an engaging, passionate style.

Desirable experience

- Knowledge of individuals, donors and networks making significant contributions in global health.
- Experience of developing Monitoring & Evaluation frameworks.
- Experience in developing detailed budgets for proposals.

To apply for the post

To apply for this role, please submit a copy of your CV/resume and a cover letter outlining your interest in the role and how you fulfil the requirements set out in the job announcement by clicking on the following link <https://recruitcrm.io/apply/17104049650280039649cNn>

Please contact Karem Armstrong at karem@darylupsall.com for any queries you may have.

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