

Head of Fundraising

London, from £60,000+ Benefits

Acre is working in partnership with the Better Cotton Initiative (BCI) to identify a Senior Fundraising Manager.

The BCI is a not-for-profit organisation stewarding the global standards for Better Cotton, and bringing together cotton's complex supply chain, from farmers to retailers and brands. They are taking the next big step forwards, from working with 1,500,000 farmers to over 5,000,000 farmers and further increasing their membership portfolio. Instrumental in achieving this goal will be to develop the Growth and Innovation Fund (GIF) managed by the Sustainable Trade Initiative (IDH). The Fund currently supports Better Cotton projects in more than 20 countries across five regions of the world. Its annual value is forecast to grow from €11m in 2016 to around €35m by 2020.

Responsibilities:

- Contribute to the ongoing development and review of BCI's strategy and future direction
- Build capacity within BCI and prepare the organisation for winning and delivering €multi-million grants, with total ownership of the overall fundraising strategy
- Represent the BCI at key donor conferences and meetings to build continuous support for the organisation
- Recruit new funding partners into the Growth & Innovation Fund using advanced negotiating skills, building multi-year funding partnership agreements
- Build funding proposals based on project plans, co-developed with relevant member(s) of the BCI delivery teams

Reporting directly into the COO, the successful candidate will lead the execution of the BCI GIF fundraising strategy. You will be a highly networked individual with an excellent track record of relationship building and stakeholder engagement.

Skills and capabilities:

- Track record in successfully developing major-value restricted and unrestricted project proposals in the international development sector
- Practical experience of working within donor regulations and interests is highly desirable e.g. USAID, DFID, SIDA, DANIDA and DFAT
- Well-established network of public and private donors and foundations combined with experience of preparing bids on complex issues
- Understanding of restricted funding and competitive tender processes, structures and donor requirements
- Excellent written communication skills to write and edit proposals and outreach materials is essential

In this newly formed role, you will have the opportunity to impact the lives of 300 million individuals globally, whilst also being part of a highly ambitious and passionate organisation at the forefront of the sustainable cotton agenda.

Please contact Nick Daniel on +44 (0) 2074005577 / nick.daniel@acre.com for more information.