

Private Sector Partnerships Coordinator

Starting Date: 15 03 2023

Contract type: Permanent, open-ended

Salary: £36,400

Location: London, United Kingdom

Application closing date: Midnight 15.01.2023 GMT

Background

Better Cotton is the world's largest cotton sustainability programme. Our mission: to help cotton communities survive and thrive, while protecting and restoring the environment. In challenging times, we are meeting the challenge head on. Through our network of field-level partners we have trained over 2.5 million farmers - from the smallest to the largest - in 25 countries in more sustainable farming practices. A quarter of the world's cotton is now grown under the Better Cotton Standard. We have united the industry's stakeholders behind our efforts, from ginners and spinners to brand owners, civil society organisations and governments. Everyone who cares about cotton and its sustainable future can now be part of something better.

About this role

Better Cotton is now seeking a Private Sector Partnerships Coordinator who will help to build strategic partnerships with Better Cotton's private sector members. The role has a dual function; outward facing in cultivating private sector relationships, as well as follow-up in leading proposal development processes. As a Private Sector Partnerships Coordinator, you will identify and cultivate complementary partnerships to both meet Better Cotton's 2030 targets as well as corporate sustainability goals. In addition to this you will represent Better Cotton in external forums and use these opportunities to influence and leverage resources. This post will report to the Director of Fundraising and matrix managed by the Membership & Supply Chain Team. This challenging role offers excellent opportunities for personal and professional development, together with a competitive benefits package.

Responsibilities

Private Sector power for good

- Unlocking the potential of the private sector to contribute to positive change within the cotton industry.
- Channel volumes of funding toward sustainable cotton farming communities.
- Manage income generation through identification, cultivation and acquisition of new funding streams from existing and new members.
- Coordinate and lead outreach to corporate social responsibility departments, sustainability departments and foundations.
- Build and maintain a solid base of investment

- Ensure the alignment with Better Cotton’s 2030 vision
- Build Better Cotton’s network; improve awareness of and recognition of Better Cotton amongst private sector stakeholders
- Convey the distinct value of further investment to Better Cotton
- A positive attitude, with a high level of presentation and persuasion, setting an example to staff
- Participate in the review of Better Cotton’s fundraising strategy to ensure it remains relevant and fit for purpose
- Bring a positive attitude, with a high level of presentation and persuasion, setting an example to staff

Development of proposals, programme design and presentations

- Lead proposal development phase; including aligning with private sector priorities, proposal content and project design, reviewing documentation, collating information, liaising with different functions/teams, lead meetings, editing and wordsmithing and compiling annexes.
- Ensure private sector investment interests and priorities are well understood across the organisation, including country directors and functional leads.
- Develop investment ideas and materials tailored around donor, thematic and/or country as appropriate and necessary.

Better Cotton representation

- Represent Better Cotton and the programmes, when needed to present ideas for private sector investment. Where required represent programmes nationally and internationally through participation in relevant workshops and symposia and in collaboration with partners where fundraising or the potential for fundraising is deemed significant.
- Contribute to the development of programmatic documents, multimedia and publications for use in promotion of the work of the programmes. Ensuring the documentation reflects and is relevant to donor priorities.
- Building internal and external relationships
- Collate key information through high level of engagement with internal stakeholders
- Foster relationships with prospects by applying high levels of professionalism, using diplomacy with influencing and persuasion.

Management

- Possible line management of an officer

Profile

The selected candidate will have the following skills, knowledge, and experience:

Skills, Knowledge and Experience
Essential
A thorough understanding of the corporate sector as investors in sustainability, ideally in the textiles sector - retailers, brands and commodity traders.
An understanding of place-based philanthropy.
Donor cultivation and sales skills evidenced by successful private sector partnerships.
Good active contacts within the textile, retailer and brand sector.

The ability to turn lukewarm opportunities into tangible successes
IT literacy: Word; PowerPoint; Excel; Outlook; MS Teams
Ability to analyse complex budgets
Strong interpersonal skills and enjoys networking, public speaking and presenting
Well-developed personal strategies for time and complex process management; data management and internal communications
Ambition, positivity, determination and resilience
Desirable
Knowledge of the agricultural sector, including common challenges and opportunities associated with smallholder agriculture.
Professional fundraising qualification at management and strategy level, or relevant qualifications in business management
Professional qualifications in marketing and sales. Knowledge of impact investing.
Knowledge of Salesforce
Ability to read and present 'audited accounts'
Fluent in French or other languages relevant to Better Cotton's work: Portuguese, Turkish, Mandarin, Russian, Hindi, Urdu

Working arrangements

The position is full-time (40 hours per week) and will be based in the London office. Better Cotton offers flexible working, with core hours being 10am – 4pm. Our London office follows a hybrid model with office attendance at least once per week or 4 times per month.

Applications

Interested applicants with the required attributes are asked to send, in English, a detailed CV and a brief cover letter (2 pages maximum) to Better Cotton by applying via [this link](#).

Application deadline: 15/01/2023

We thank all applicants for their interest; however only shortlisted candidates will be contacted.

Better Cotton is currently unable to provide sponsorship for work permits, and candidates need to have a pre-existing right to work in the location where they will be based.

Better Cotton is an equal opportunities employer, and is committed to good practice and transparency in the management of natural, human and financial resources.

Better Cotton has a zero tolerance approach to any attitudes or behaviours that put children or adults at risk of harm. Safeguarding incidents are acts of serious misconduct and are grounds for disciplinary action, up to and including, dismissal and referral to relevant authorities for criminal prosecution.