

Head of Fundraising, Transparency International

Transparency International (TI) is the global civil society organisation leading the fight against corruption. In collaboration with more than 100 chapters worldwide and an International Secretariat (TI-S) in Berlin, Germany, TI raises awareness of the damaging effects of corruption and works with partners in government, business and civil society to develop and implement effective measures to tackle it. TI-S raises funds for its own operations and global programs as well as in conjunction with consortia of its chapters. To learn more about us, please visit www.transparency.org

Type of Position: Salaried full-time position; 2-year contract; then unlimited

Application Closing Date: Sunday, 9 February 2020

Location: Transparency International Secretariat (TI-S), Berlin/Germany

Main Function:

The Head of Fundraising (HoF) leads on the development and implementation of TI-S's fundraising strategy towards all donor segments (institutional, foundations, individuals, corporates) ensuring oversight and quality control. The HoF will broaden TI-S's income streams and will lead on developing fundraising capacity across the TI Movement in support of actualizing the TI Strategy 2030. The HoF will report to the Managing Director.

Responsibilities:

- Take responsibility for realizing the TI-S Fundraising Strategy, leading a team of five to grow TI-S's income and resources in line with the TI Strategy 2030
- In consultation with other relevant stakeholders, ensure decisions are made on fundraising priorities with respect to the TI Strategy and the different opportunities available; facilitate internal consultation processes to ensure TI-S fundraises for its priorities and with the most promising products (projects, programmes, other deliverables)
- Increase, diversify and sustain TI-S's donor base and lead international public fundraising campaigns; driving fundraising towards a diversified and sustainable portfolio, setting and attaining clearly defined targets together with the Fundraising Team
- Maintain outstanding relationships with existing donors and develop new relationships with potential donors, especially expanding the individual donor base spanning from mass market to major and leadership donors
- Develop responses and action plans for reputational challenges and crises and coordinate external responses
- Support the exchange of learning and expertise within a community of fundraising practice across TI-S and the TI Movement
- Coordinating fundraising efforts that involve multi-country proposals
- Support the streamlining of fundraising efforts across TI-S through professionalization of fundraising techniques, tools, approaches and processes; advise and assist colleagues in interpreting donor strategies, priorities and requirements, and in translating these into strong project design and proposal development
- Provide effective leadership to the Fundraising Team

Knowledge, Experience and Skills:

- University degree or professional qualification in fundraising, marketing, private banking, international relations, business administration, and/or other relevant fields
- 15+ years of professional experience in fundraising and resource development (or in a comparable role), ideally in diversified markets, and of which at least 5 years at senior level
- Demonstrated track record of setting targets and meeting fundraising goals, while strengthening an organization's reputation and reach
- A history of working collaboratively with others to complete creative or original campaigns or events, including the ability to plan and coordinate across a number of areas
- Demonstrated organizational skills and an ability to independently manage multiple projects and demands, while maintaining relationships with multiple stakeholders simultaneously
- Strong interpersonal and networking skills, with the ability to meet senior leaders and decision makers at eye level
- Knowledge of, or considerable interest in, the work of TI and the field of anti-corruption
- Demonstrated experience in knowledge sharing and learning approaches and capacity development
- Excellent communication and impeccable presentation skills
- Fluency in English; knowledge of other languages (in particular Spanish, French, and/or Arabic) is an asset
- Willingness to travel

Other information about the post and the location:

This is a position with global reach for an inspiring cause. TI is an equal opportunity employer and applications from representatives of diverse backgrounds are encouraged. Berlin is an attractive metropolitan city with relatively low cost of living.

To apply:

Recruitment for this role will be handled by Brakeley GmbH. Applications should consist of a cover letter (mentioning also the source of the application) and CV in English (in one pdf-file) and be sent to Johannes Ruzicka at recruitment@brakeley.de, with the words "Head of Fundraising, Transparency International" in the 'Subject' of the email. Early submission is encouraged and applications are reviewed and assessed on a rolling basis. The deadline for applications is Sunday, 9 February 2020.