



## VACANCY ANNOUNCEMENT

**The Global Crop Diversity Trust (Crop Trust) is an international organization dedicated to conserving crop diversity and making it available for use globally, forever, and for the benefit of everyone. Its endowment fund, together with additional project funding, provides critical financial resources to 100+ partners around the world and supports a global system of crop conservation which underpins valuable research and farmer efforts to ensure a resilient food future for us all.**

**Now, given a rapidly changing climate, a significant growth in funding is needed to ensure that all unique and valuable collections of plant genetic resources are conserved and used for making agrifood systems resilient, resource-efficient, healthy, and productive.**

**The Crop Trust is looking to meet this challenge by hiring a senior team member to support us in our outreach in the Asia Pacific region.**

**Therefore, the Crop Trust is seeking an outstanding candidate for the position of:**

### **Asia Pacific Resource Mobilization Lead**

Under the overall supervision of the Director of External Affairs, the position will be primarily donor-facing and focused on Asia Pacific, with priority countries including Australia, New Zealand, South Korea and Japan (to be complemented with emerging high-potential partner countries as suitable). Key responsibilities will include the development of and engagement with a portfolio of potential donors for the purposes of partnership building and resource mobilization. The role will prioritize governments, with other funding sources such as foundations, corporations and High Net Worth Individuals considered as appropriate. To build appetite and interest, the role will require thought leadership as well as creative outreach strategies given crop diversity often sits on overlapping political agendas but rarely at a prominent level. The selected candidate will also work closely with colleagues in the External Affairs team to i) create engaging materials to be used in fundraising and communications activities; and ii) help shape key events that advocate the importance of crop diversity for agrifood system sustainability.

#### **Primary Responsibilities**

- Craft engagement strategies for priority donors in Asia Pacific, including identifying and securing meetings with suitable entry points.
- Assess the potential for strategic engagement with select foundations, corporations, and/or other key stakeholders in the region for the purposes of resource mobilisation.
- Act as the key team focal point for relationships with government donors, foundations, corporations, and/or other key stakeholders in the region.
- Identify, assess, and develop new grant and sponsorship funding streams.
- Monitor and evaluate fundraising activities to ensure ongoing alignment with organisational goals.
- Provide regular strategic input into the Crop Trust's resource mobilisation strategy to achieve financial targets.
- Communicate effectively to articulate the Crop Trust's mission and garner support.
- Proactively liaise with the Programs team to translate the impact of Crop Trust's scientific and technical work to existing and potential donors.

- Collect and share market intelligence from donors, key stakeholders and broader discussions in the sustainability and agrifood systems space within the Crop Trust to inform future outreach strategies and messaging.

### **Qualifications, Skills and Experiences**

- At least 7 years of experience in Resource Mobilisation/ Fundraising/ Donor Relations/ International Development Finance/ Government contracting or closely affiliated experience. (more years of experience would be desirable and will be considered as value add)
- Experience in the agriculture and food sector is a plus
- Solid experience in project management
- Excellent communication and interpersonal skills
- Analytical thinking and problem solving skills
- Creative and collaborative mindset
- Dynamic, self-motivated and focused with proactive approach
- Strong work ethic, good judgment and ability to manage own time
- Willingness to travel internationally
- Fluent in English, business level fluency in an Asian language is a plus
- Bachelor's degree in international relations, communications, public relations, business or a related subject. Master's degree is an added advantage.
- Commitment to the values and mission of the Crop Trust

**Terms and Conditions:** The Crop Trust offers an attractive remuneration package including a competitive salary, non-contributory retirement savings plan, medical insurance and leave provisions. This is a Professional position classified as Level 4, with Level 6 being the highest. The salary range for Level 4 starts at Euro 55,000. All benefits are denominated and paid in Euros. Staff of the Crop Trust (including German nationals) are exempt from host country income tax. Relocation costs are covered for candidates residing outside of the Bonn/Cologne or surrounding areas. The contract duration will be for initially one year, with likelihood of conversion into a longer FTA staff contract upon satisfactory performance. The contract will be subject to a probationary period of 6 months.

**Applications:** Interested candidates should submit the following (incomplete applications will not be considered):

1. **A one-page motivation letter including a summary of your qualifications and experience**, indicating how you meet the expected set of skills and competencies for the position and your drivers for applying.
2. **Your Curriculum Vitae in English** (please include your current residence address, telephone, and email address, date of birth, gender and nationality).
3. **Names and full contact details of at least three referees.**

Please apply by using the following link: <https://www.impactpool.org/jobs/1135207>

**Deadline for applications is 23 February 2025**

*By submitting your application, you agree to the Crop Trust processing your personal data as described [here](#).*

*The Trust is an equal opportunity employer and strives for staff diversity in gender and nationality. Only short-listed candidates will be contacted.*

