VACANCY ANNOUNCEMENT

The Global Crop Diversity Trust is an international organization with headquarters in Bonn, Germany whose mission is to ensure the conservation and availability of crop diversity for food security worldwide. For further information about the Global Crop Diversity Trust, consult the web page at http://croptrust.org

The Global Crop Diversity Trust is seeking an outstanding candidate for the position of:

Campaign Fundraiser

The Global Crop Diversity Trust is embarking on a campaign that aims to widen its donor base and increase its endowment substantially. We are seeking an experienced and dynamic Campaign Fundraiser based in Bonn, Germany to manage a portfolio of prospects and donors for the Crop Trust’s Endowment Campaign. The Fundraiser will be under the direct supervision of Head of Partnerships and work closely with the Partnerships team, Director of External Affairs and the campaign consultants.

This position will play a critical role in building strong relationships with existing and new potential supporters. These include managing a portfolio of relationships with Trusts and Foundations, Corporates, and HNWIs. This position is responsible for ensuring that the major gifts programme meets the goals and expectations as part of the comprehensive fundraising campaign for the Crop Trust.

The responsibilities of the position include the following:

- Execute a strategic plan for increasing the revenue generated from donors in portfolio with a concentration on six figure gifts. Assist in setting and meeting annual income goals for major gifts prospects in portfolio.

- Design and implement overall engagement and fundraising strategies as part of the Partnerships team, in order to continue the growth of revenue coming from individual gifts.

- Identify, cultivate and steward major gifts prospects with an identified gift level of USD 25,000 and up. Qualify prospects and determine whether they are appropriate for major gifts.

- Meet one-on-one with prospects/donors in the cultivation and solicitation of major gifts prospects/donors.

- Effectively represent and articulate the work of the Crop Trust, presenting a compelling case for support of the organization.

- Oversee the drafting and editing of proposals and reports for potential donors, and ensure these are compelling ideas to present to donors and prospects.

- Participate in advancing Crop Trust goals in which people from all backgrounds and experiences feel connected, included, and empowered to address the environmental and organizational challenges in alignment with Crop Trust values.

- Assist other team members on special projects or efforts that contribute to the organization’s large development goals.
Qualifications

- Minimum a Bachelor’s degree from an accredited university and professional work experience in fundraising for at least 7 years
- Demonstrated success as a front-line fundraiser.
- Excellent interpersonal and communication skills and ability to interact effectively with a wide range of collaborators from different cultural backgrounds.
- Well-honed skills in developing donor cultivation and solicitation strategies.
- A commitment to the Crop Trust’s mission and values.
- Outstanding interpersonal skills; a high level of comfort with direct donor interaction, including discussions of personal and family finances.
- Well-developed communication skills, including excellent writing ability and public speaking skills.
- Knowledge of and ability to use fundraising databases.
- Creativity, energy, confidence, and integrity. High level of discretion and respect for donor privacy.
- Initiative and independence combined with the ability to work well as part of team.
- Demonstrates self-awareness, cultural competency and inclusivity, and ability to work with colleagues and stakeholders across diverse cultures and backgrounds.
- Willingness to travel.

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 (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 Global Crop Diversity Trust (including German nationals) are exempt from host country income tax. Relocation costs are covered. The initial contract duration will be 2 years and 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 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/960705

Deadline for applications is 23 July 2023.

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.