

Head of Development and Fundraising

Overview

The climate crisis and poverty are two of the greatest challenges facing the world today, affecting communities around the world as essential ecosystems are often damaged irrevocably. The World Cocoa Foundation (the 'Foundation') was established in 2000 to address some of the issues that were becoming increasingly critical to the long-term sustainability of the cocoa supply chain and those who rely on it for their lives and livelihoods.

The Foundation is a non-profit international membership organization whose vision is a thriving, healthy, and equitable cocoa sector, where farmers are paid according to their worth, child labour is eradicated, and cocoa-related deforestation is halted and reversed. The Foundation has forty (40) employees and offices in Washington DC, Abidjan, Accra, London, and Amsterdam.

The membership includes cocoa and chocolate manufacturers, processors, supply chain managers, and farmer units, representing more than 85% of the global cocoa market. Its activities benefit farmers and their communities in the cocoa-growing regions of Africa, Southeast Asia, and the Americas.

The Foundation supports the full implementation of a workable, robust, transparent, effective, and equitable set of traceability protocols that will drive farm to fork provenance and comply and meet with all forthcoming E.U. and U.S. legislation.

The Role

Head of Development and Fundraising

To continue this important work and secure continuous, long-term, and stable financing, the Foundation is seeking to hire a **Head of Development and Fundraising**. As a newly created position and a key member of the Senior Leadership Team, the Head of Development and Fundraising will help guide and shape the strategy for the World Cocoa Foundation over the next five years.

Reporting directly to the President, Martin Short, the individual will need to demonstrate a strong strategic mindset, excellent written and verbal communication skills, and a track record of negotiating complex partnership-orientated financing packages involving private and public sector actors.

The right candidate will be a best-in-class fundraiser with a proven track record who can identify, source, and capture capital from a wide variety of institutions across both public and private sectors with a strong initial focus on bilateral organisations. Based in Amsterdam or London, the individual will have a sound knowledge and a proven track record in fundraising from the following institutional sectors.

- Bilateral Organisations
- Multilateral Organisations
- Foundations – Single Source and Public
- Development Finance Institutions
- Private Sector



The successful individual will demonstrate a sound knowledge of the sector themes of the Foundation, be familiar with both public-private partnerships ('PPP's') and programmes that involve Governments in origin countries, and have a good working knowledge of ODA, IDA, and IBRD as well as MDTF's and BETF's.

Responsibilities

- Build out, lead and coordinate all business development and resource mobilisation work globally for the Foundation. This will include developing a Business Development and Resource Mobilisation Strategy, bringing in new and fresh ideas with agreed fundraising targets, and regularly reporting on its delivery to the President.
- Facilitate and support engagements with existing core and programmatic donors and help bring in new donors and new financing streams.
- Develop and nurture key relationships with the membership to ensure that they have the opportunity to participate in new Foundation led programmes.
- Identify fundraising opportunities with the wider Foundation team, support the ongoing proposal development activities, and work with the Head of Programmatic Investments to ensure specific donor priorities are represented and embedded in programme proposals.
- Lead the work on developing concepts for innovative financing with the Head of Programmatic Investments and Finance.
- Establish and manage appropriate internal processes for strategic and effective fundraising and proposal writing for proactive and reactive responses to funding opportunities. Regular reporting on the progress of the fundraising pipeline is essential.
- Working closely with the Finance team to ensure that fundraising efforts meet budget projections, and the internal cost recovery policy is applied for all new funding proposals.
- Ensure that the Foundation develops an effective business development skillset; managing a compact unit; coordinating staff and partners in proposal writing and donor awareness; and providing training and building competencies among staff on successful fundraising.
- Work with the Head of Monitoring and Evaluation to ensure consistent reporting templates are embraced and actioned for regular client updates.

Required Skills & Qualifications

- Ability to develop and execute a robust fundraising strategy by forging new strategic partnerships with a broad cross-section of donors, such as bilateral funding agencies and governments, institutional foundations, and other funders beyond the Foundation's members.
- Strong track record of exploring all relevant avenues to secure a varied, yet reliable, funding stream.
- Previous knowledge of the ebbs and flows of different capital pools and the factors that influence innovative financing strategies.
- Ability to leverage a network of contacts at the highest level, develop a pipeline of donors and manage a portfolio of partnerships, leading to the mobilization of resources.
- Significant experience working in organizations that predominantly operate on securing replenishments from a range of bilateral donors (such as USAID, GIZ, FCDO, GAC, JICA, SIDA, KOICA, SDC, Norad, Danida) and other funding bodies such as the E.U.



- Robust understanding of the necessary internal requirements for being a re-grantor with up-to-date knowledge of the World Bank as a possible partner and the various trust funds methodologies used to disburse funding in partnership with recipient governments.
- Fundraising experience will be underpinned by a clear understanding of monitoring and evaluation frameworks and the granular requirements for robust reporting.
- Experience with programme construction and, in tandem with the Head of Programmatic Investments, demonstrate expertise in embedding specific donor requirements for particular interventions into programmatic proposals.
- Excellent communication and presentation skills, along with the development and oversight of all written fundraising materials.
- Strategic thinking with the ability to articulate key issues persuasively and a high level of sensitivity and diplomacy are essential.
- Previous engagement with membership organizations would be advantageous, as would French language skills.

Other Considerations

- Qualified candidates will have a degree, ideally an advanced degree in a relevant subject.
- International travel is necessary.

Terms of Appointment

This is a full-time position. Salary is competitive and commensurate with qualifications and experience.

Role Location

To be based in the United Kingdom (London) or the Netherlands (Amsterdam). Candidates must be eligible to work in the U.K. or the Netherlands without sponsorship.

How to Apply:

SRI Executive has been retained by the World Cocoa Foundation to assist the President with the search for an exceptional candidate for the Head of Fundraising position. To express your interest, please apply via the following link: [World Cocoa Foundation – Head of Development and Fundraising](#). **Please share a short CV (1-page) in Microsoft Word format to demonstrate your marketing skills and presentation qualities** on or before **18 March 2022**. Should you have any enquiries please direct them to worldcocoafoundation@sri-executive.com