Head of Fundraising

About us

The International Agency for the Prevention of Blindness (IAPB) is the overarching alliance for the global eye health sector, dedicated to eliminating the global vision crisis. A global network spread across 100+ countries, of the most brilliant and committed non-profits, philanthropists, public and private organisations.

IAPB, on behalf of its network, holds trusted relationships with the United Nations and the World Health Organization. No one else is operating under this same model with the same reach.

There are 1.1 billion people living with sight loss because they don't have access to eye care services. We are making the case loudly and repeatedly that eye health is not an optional extra. It is vital to everything, for everyone.

Our income and impact have both increased in recent years and with a new 3-year plan, we are accelerating our work and impact further. IAPB is a growing and successful international organisation registered in the UK with a dedicated staff team located around the world.

About the Role

This is a new role within IAPB, and we are seeking a talented and experienced high value fundraising professional with Trusts and Foundation experience to join our results driven team. The role will lead the development and delivery of a new high value income and fundraising programme to support our global advocacy, campaigns, and knowledge workstreams alongside our emerging work in systems leadership.

The successful candidate will be keen to work as part of a team in a fast-paced, international environment and have strong expertise in building and refining high-value fundraising infrastructures, as well as strong high-value relationships. The role will work closely with our income and membership team to maximise our income and impact around the world.

You'll be an experienced, proactive, fundraiser with great interpersonal skills. Ideally, you'll have a background in major donor or trusts and foundation fundraising and experience of fundraising in the US would be desirable.

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<th>JOB DESCRIPTION</th>
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<tr>
<td><strong>Job Title:</strong>  Head of Fundraising</td>
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<td><strong>Job Location:</strong> UK (London) or remote Internationally</td>
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<td><strong>Line Manager:</strong> Head of Business Development and Partnerships</td>
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**JOB PURPOSE:** Briefly describe the overall purpose or function of the job.

This new role will:
- Implement a strategy to increase support from Philanthropists, Trusts, Foundations and Corporates, particularly outside of the eye health sector.
- Develop and execute plans to identify, qualify, cultivate, solicit, and steward new prospective donors capable of grants of $100,000+.
- Support the development of our wider income strategy and pipeline

**MAIN ACCOUNTABILITIES:**

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<td>1</td>
<td>Lead the planning and execution of a new fundraising strategy incorporating UK, USA and other international based trusts, foundations, and philanthropists.</td>
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<td>2</td>
<td>Collaborate with staff colleagues to create compelling grant proposals and funding requests.</td>
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<td>Lead the identification of potential Trusts, Foundations and HNWI and increase the number and quality of Major Donor prospects through research, donor database management, prospect tracking, networking, and cultivation. Requires creativity and strategic thinking to identify possible opportunities and determine strategic fit between these funders and our work.</td>
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<td>Participates actively in prospect review meetings to share and request ideas for cultivation and solicitation strategies. Prepares prospect information and plans for consideration of the Development Committee.</td>
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<td>In partnership with colleagues across IAPB, plans donor cultivation events and opportunities.</td>
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<td>Work with the Head of Membership and Income and the Development Committee to map and develop a pipeline of potential supporters across high-value income streams.</td>
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<td>7</td>
<td>Prepares reports, briefings materials, correspondence, proposals, and related documents for solicitation of major gift prospects. Provides writing and editing on relevant fundraising articles and major gift/planned giving materials as needed.</td>
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<td>8</td>
<td>Support the creation of engaging content from our impact data and case studies. Ensuring that funding applications and reports are based on a sound understanding of the work we do and impact we have.</td>
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**JOBHOLDER ENTRY REQUIREMENTS:** In a series of brief statements identify the essential knowledge, skills and behaviours required.

**Knowledge (Education & Related Experience):** (E) Essential, (HD) Highly Desirable, (D) Desirable
- Demonstratable record and contact list from securing financial contributions from high-value audiences or similar (either in the corporate sector, grant-making sector or the HNWI sector) (E)
- Record of success in expanding a supporter base through an established cultivation cycle and programme of stewardship using strong relationship management and strategic planning skills. (E)
- Proven experience of working with senior leaders, influencers, or advisers to achieve fundraising success either in peer-led fundraising (such as development boards) or by working in partnership with senior stakeholders on individual approaches. (E)
- Experience of planning and delivering cultivation, fundraising and stewardship events that bring high-value funders and prospects closer to our work. (E)
- Experience of raising income in the USA and internationally. (E)
Skills
- Outstanding relationship building skills at all levels (E).
- Excellent self-awareness and interpersonal skills (E).
- Excellent verbal and written communication skills (E).
- A proven winner (E).
  o Strong credibility with stakeholders
  o Tenacity and determination to ignite interest and enthusiasm
  o Resilience and ability to work independently
  o Good project management skills
  o Able to cope with ambiguity
  o Passionate about effecting change at a global level with a deep commitment to the vision and values of IAPB

Key Behaviours:
- To treat those we work with and ourselves with respect, trust, kindness and appreciation.
- To be curious and creative, and to take risks.
- To adopt a strategic approach to our work.
- To be accountable and take ownership for our actions.
- Meets and manages stakeholder expectations.
- Communicates openly, with evidence and with confidence in a range of situations, as appropriate.
- Builds productive relationships with people inside and outside the organisation.
- Implements systems to track and prioritise work, managing time effectively.

OTHER COMMENTS
Full-time, permanent post, occasional evening and weekend working, and overseas travel will be a feature of this role.