

Terms of Reference: Director, Partnerships & Business Development

Date	14 November 2016
Position Title	Director, Partnerships & Business Development
Position Location	Europe

General Terms of Reference

Reporting to the Chief Executive Officer (CEO), this position serves as a management team member and an active participant in making strategic decisions affecting The Gold Standard Foundation (GSF). This position supports the CEO on fundraising and leads the development and management of strategic partnerships. The successful candidate will help forge new relationships to build GSF's visibility, impact, and financial resources. S/he will support the CEO to expand and diversify GSF's donor base/pipeline; work closely with other team members to secure funding for new initiatives; and be able to work with other team members to design initiatives for key external partnerships. The successful candidate will be able to thrive in a dynamic and agile organisation committed to an ambitious vision amongst a team that is entrepreneurial and collaborative.

Primary Responsibilities

- Support the CEO on all major fundraising initiatives
- Lead the development of new strategic partnerships
- Ability to conceptualise and design new programs and initiatives, as well as sell the new programs and initiatives to potential donors
- Have primary responsibility for development and execution of all proposals; write and archive all proposals with a long-term relationship-management approach
- Research funding sources and trends to help position GSF ahead of major funding changes or trends
- Monitor all donor information; provide and present statistical analysis to board and senior leaders
- Develop and implement a stewardship program aimed at cultivating deeper ties with donors
- Monitor and report regularly on the progress of the business development program

Qualifications

- 6-8 years of professional experience in a nonprofit organization; demonstrated success in a development function (managing and forging relationships with multiple donor sources)
- Successful program management experience in an organisation focused on climate change preferred
- High energy and passion for our vision and mission is essential
- Tangible experience of having expanded and cultivated existing donor relationships over time
- Excellent verbal and written communication skills, both written and oral; ability to influence and engage a wide range of donors
- Strong organizational and time management skills with exceptional attention to detail
- Flexible and adaptable style; a leader who can execute on both strategic and tactical plans
- A team player who will productively engage with others at varying levels of seniority within and outside GSF
- Bachelor's degree required, Master's preferred
- Ability to proactively problem solve under pressure
- Positive attitude

Start date

It is preferred that the successful candidate be able to start the role in February or March 2017.

Salary Range

The salary for this role will be commensurate with qualifications and experience.

Closing Date

The time period for submitting applications for this role will close on December 16, 2016. We regret that late applications will not be considered. First round interviews will start the week of January 9, 2017.

Applications

Please submit a 1-page cover letter explaining why you want to work for The Gold Standard and a CV to recruitment@goldstandard.org. Further information on The Gold Standard Foundation is available from our website: www.goldstandard.org. Please note that you will only be notified if you receive an invitation for a first round interview. We regret that we cannot send you an email confirming receipt of your application.