

Terms of Reference: Director Fundraising and Partnerships

Date	February, 2019
Position Title	Director, Fundraising & Partnerships
Position Location	Geneva, Switzerland

General Terms of Reference

Gold Standard's ambition is to make credible climate and sustainable development impact quantification and certification mainstream. Moving beyond carbon markets, Gold Standard for the Global Goals provides flexible certification pathways for three target markets: environmental markets, corporate sustainability reporting, impact and development finance. In close collaboration with its network of partners (civil society, governments, think-tanks, private sector), Gold Standard leads several innovation programs in support of its ambition.

Reporting to the Gold Standard Chief Executive Officer (CEO), the Director, Fundraising & Partnerships, is responsible for all resource mobilization activities with a primary focus on government and philanthropy. The successful candidate will build on Gold Standard existing portfolio of funders to expand the size of grants and forge new relationships to build GSF's visibility, impact, and financial resources.

The Director, Fundraising & Partnerships will work closely with Gold Standard Chief Technical Officer to identify funding priorities and prepare funding proposals. The Director, Fundraising & Partnerships will work closely with Gold Standard Platform Manager to leverage Gold Standard existing network of partners in support of its fundraising strategy.

The Director, Fundraising & Partnerships will work closely with SustainCERT Business Development Team to define and implement a joint resources mobilisation strategy.

Primary Responsibilities

- Develop and execute a resource mobilization strategy in support of GS strategy
- Have primary responsibility for the management and growth of a portfolio of funding partners
- Ability to conceptualise and design new programs and new initiatives in collaboration with relevant members of the team
- In close collaboration with the Chief Technical Officer and the program management team, contribute to the development of all funding proposals with a long-term relationship-management approach
- With support from the communications team, develop relevant marketing materials in support of the resource mobilization strategy
- Monitor and report regularly on the progress of the strategy

Qualifications

- 8-10 years of professional experience in the field of resource mobilization, demonstrated success in a development function (managing and forging relationships with multiple partners)
- Strong networker with a track record of quality stakeholder management and easily liaising with people of various backgrounds
- Prior experience in an organisation focused on climate change preferred
- High energy and passion for our vision and mission is essential
- Excellent verbal and written communication skills, both written and oral; ability to influence and engage a wide range of partners
- 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

Recruitment Process and Timeline

- Submit CV and application letter to recruitment@goldstandard.org (Ref: Director Fundraising)
- **Deadline to apply: March 11th, 2019**
- 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 or the status of your application.