



## Fundraising Manager

### Description

In this key role, the Global Coffee Platform is looking for a persuasive and ambitious Fundraising Manager to expand their network of partners and co-funders internationally; to build and strengthen relationships, and to support members' programmes. Working alongside colleagues in the secretariat in Bonn, as well as across the organisation's national platforms, the fundraising manager will be in charge of development and implementation of the network's fundraising strategy and donor relations.

### About Global Coffee Platform

The Global Coffee Platform (GCP) is a multi-stakeholder platform that enables the coffee sector's journey towards sustainability. GCP improves the livelihoods, ecosystems and resilience of coffee farming communities and the sector as a whole by enabling producers, roasters, governments, traders, and NGOs to align and multiply their efforts and investments; collectively act on local priorities and critical issues; and grow sustainability initiatives across the coffee world.

GCP convenes public and private sector stakeholders to create a common understanding on the most critical sustainability challenges at a producing country level, and to strengthen public-private collaborations through national coffee platforms that feed national priorities into a global agenda. GCP offers its members the opportunity to engage in national and global agendas through action-oriented programs. Together, GCP Members work on changing their business practices to be in line with the GCP Baseline, a global reference code for sustainable coffee production and processing, as well as committing to report on progress towards sustainability.

### About the Role

GCP is looking for a qualified and enthusiastic candidate with proven track record of fundraising in the public sector, expanding the funding strategy while ensuring a diversified and secure co-funding base. This will be used for Local Action on sustainability in coffee producing countries so that GCP and its collaborating National Coffee Sustainability Platforms can achieve real impact on farming communities in the coming years. The Fundraising Manager reports to the Program Director (Deputy Director) and works in close collaboration with the Program Manager on proposal writing and donor reporting.

### Purpose of the Role

- Be in charge of expanding the current fundraising strategy,
- Build and nurture the relationships with current partners, while identifying new opportunities to grow the portfolio of donors and partners.
- Establish a long-lasting relationship with stakeholders of various levels in order to increase their engagement with the organisation, as well as working with members to find the best way to allocate funding.
- Build and maintain valuable networks between members and partners.
- Support member's programs in order to further develop the organisation.

### Duties and Responsibilities

Key responsibilities include:

- Developing and implementing the funding strategy;
- Deepening existing relationships and building new ones with prospective donors in the agricultural sector, with the aim of securing both restricted and unrestricted funds to strengthen existing programs and develop new ones, especially:
  - for programs and initiatives of the different National Coffee Sustainability Platforms in coffee producing countries that partner with GCP,
  - for strengthening of the Secretariats and effectiveness of the National Coffee Sustainability Platforms in coffee producing countries;
  - for programs on prioritized global agenda topics; and

- for programs by members (Member Initiatives) or further development of tools.
- Steering proposal development and proposal writing for funding in close collaboration with the Program Manager and others from the GCP team, members, partners and consultants.

## Skills and Experience

- Relevant experience of successful fundraising;
- Strong networks and existing relationships in the public and private donor sector;
- Strong communication, relationship management and networking skills;
- Goal oriented;
- Strategic thinker;
- Capacity to gather, evaluate and present a variety of data in a concise manner;
- Flexible team player with the ability to work under pressure in a changing fast-paced environment;
- Knowledge of agricultural commodity chains and sustainability issues;
- Experience of working in an international, multicultural environment;
- Work experience in multi-stakeholder organisations is an advantage;
- Excellent verbal and written communication skills in English;
- Knowledge of another language from a coffee-producing country (Spanish, Portuguese, etc.) desirable;
- Passion for coffee.

## Meta Fields