



HEAD OF FUNDRAISING – IN SOCIAL ENTERPRISE

PERMANENT

Common Seas is social enterprise on a mission to quickly and significantly reduce the amount of plastic waste produced and stop it polluting our rivers and seas. Having established themselves as both a global thought leader and a highly practical actor in the plastic pollution space, they are now at an extremely exciting stage of growth.

We are seeking a successful, high calibre, self-motivated and dedicated applicant to fill the new role as Head of Fundraising. This is a great opportunity for an experienced fundraiser to develop, implement and continuously improve the organisation's fundraising strategy to meet their ambitious plan to scale reach and impact. With a focus on trusts and foundations, major donors, and securing corporate sponsorship the job holder will provide the vision, oversight, leadership, coordination and to diversify our fundraising approach.

Common Seas offers competitive compensation and benefits, a flexible work environment with travel to project sites, and support for personal development, including regular talks from leading experts and continuous training/learning experiences.

Hours:	Full time
Location:	Hybrid role, ideally with attendance in either the London or Totnes office 2 days per week
Salary:	Dependent upon experience – salary and commission
Start Date:	February 2023 (can wait for notice to be served, if necessary)
Interviewing:	ASAP

Responsibilities include, but not limited to:

- Successfully lead the development, execution and monitoring of the funding strategy – focused on major donors, Institutional Funding, Trusts and Foundations and corporate funding portfolios.
- Use an innovative and proactive approach to business development.
- Secure and maintain a steady pipeline of funding opportunities.
- Develop strategic partnerships that ensure stable income growth and excellence in grant management.
- Produce strong and compelling fundraising materials for a wide range of channels and media, testing new methods and techniques for donor recruitment.
- Generate leads, engage prospects with the cause, and support stewardship activities.
- Effective management, professional support, and personal development of team members who support fundraising; major donors, CEO, executive assistant.
- Be a key player in preparing the annual budget, tracking income and expenditure, and achieving the annual targets.
- Provide thought leadership on modalities such as donor advised funds, tenders, working in consortia.

Candidates must be / have:

Education, language and qualifications:

- Qualifications or experience in Fundraising, Communications, Marketing, Business Administration, Public Relations, International Relations, Law, English, Journalism or related fields.
- Excellent verbal and written communication skills in English, ability to inform and engage through written communication.

Essential knowledge, skills and experience:

- Proven expertise and experience of developing and delivering income growth across international markets, especially in the European and North American markets.
- Substantial experience cultivating donor and stakeholder relationships; recruitment and retention, and proactive lifecycle management.
- Relevant and active connections and networks.
- First class ability of donor profiling, analysis and interpretation of results/trends to inform strategy, including interrogating data and databases.
- Experience working in an international NGO or philanthropy environment.
- Experience as a fundraising and grant management specialist.
- Highly analytical skills with experience assessing fundraising performance.
- Imaginative, entrepreneurial approach to driving change and achieving results.
- Exceptional interpersonal, influencing and negotiation skills.
- Strong proposal writing and budget development skills.
- Strategic planning and management skills.
- Self-motivated and proactive going above and beyond the call of duty.
- Ability to inspire, motivate and lead others positively, including from a distance.
- Driven and dedicated to protecting a resilient and productive Ocean for our health and economies.

Desirable knowledge, skills and experience

- Demonstrable experience raising and managing at least 7 figure sums
- Experience in setting up and supporting start up fundraising operations and change management
- Tech savvy.
- Proven experience of database practices and application
- Experience working for our blue planet with a deep knowledge of key issues
- A natural ability to multi-task and problem solve, able to prioritise workload based on strategic and tactical business priorities; able to deliver results consistently on time.
- Knowledge of regulatory environment for fundraising in the UK from individuals including data protection, Gift Aid and fundraising codes of practice and regulation.

IMPORTANT

We receive a considerable number of applications for every position. In order to process your application as efficiently as possible, please note the following instructions when responding:

- Detail your relevant experience in a **one-page cover letter** and include this on an **up to date CV**
- Quote your **required salary**
- Let us know your **availability** for interview and when you could start
- If you can forward **references** to us, these can only strengthen your application

Please note that these instructions apply to ALL candidates and applications that do not meet these criteria may not be considered.

Send your information to: hello@commonseas.com. Please title your email JOB: Head of Fundraising.

It is our policy, as a matter of courtesy, to respond to all applications within ten working days. However, because of the volume of applications, we are sometimes unable to respond to individual candidates. If we have not contacted you within ten working days your application has been unsuccessful and your details have not been retained. Please apply for any other position that you may see in the future.