

# Global Fundraising Manager

## Job Announcement

**Job title:** Global Fundraising Manager  
**Reports to:** Director of Global Public Affairs  
**Location:** Geneva, Switzerland

### About City Cancer Challenge

City Cancer Challenge (C/Can) was launched by the Union for International Cancer Control (UICC) at the 2017 World Economic Forum Annual Meeting in Davos as a coordinated response to the urgent need to support resource-limited countries in reducing their growing cancer burden. The initiative was designed to leverage the untapped potential of taking an integrated approach to Sustainable Development Goals (SDGs) 3 (Health), 11 (Cities), and 17 (Partnerships).

Our mission is to build a collective movement of cities, supported by global and local partners, to deliver quality, equitable, and sustainable cancer treatment solutions for all. To achieve our mission, we work in partnership with a network of motivated city and regional leaders, ministries of health, civil society organizations, industry, development actors, health professionals, and patient advocates to achieve a direct and concrete impact on cancer mortality rates.

Since its launch, C/Can and its partners have implemented localized action plans in four “Key Learning Cities,” which have the potential to improve cancer care for over 25 million people. Building on the success of the Key Learning Cities, we have now launched the next phase of the initiative, which aims to scale up support from 4 cities to a wider network of 20 cities in all regions. By empowering our local city leaders to drive the process—from identifying needs to designing solutions to implementation—we are developing innovative approaches that can transform cancer care worldwide.

In addition, C/Can recently launched as a standalone Swiss-based Foundation. Today, we have a growing team of 19 people spread around the world, with a core team based in Geneva, Switzerland.

### Summary of Position

Reporting to the Global Public Affairs Director and working closely with the Head of Communications and Community Engagement, the Global Fundraising Manager will take the lead on all aspects of fundraising for C/Can. This is a new post, which means the chosen candidate will have the opportunity to play a key role in C/Can achieving financial resilience and diversification of funding sources.



This role will explore fundraising opportunities across and between global, regional, national levels with an open mandate to drive innovative approaches to traditional fundraising activities, with a strong focus on non-health companies, trusts and foundations; development agencies; and multilateral and government funding.

The new manager will be part of a dynamic, passionate team, and will need to share this passion, being an open and committed individual ready to build C/Can's reputation as a preferred partner for donors.

## Key Responsibilities

- Contribute to development and delivery of C/Can's Fundraising Strategy for the organisation. Establishing processes and tools to fundraise at local, regional and global levels.
- Maximize funding from a range of different sources, including trusts, foundations, major donors, development agencies, and governmental institutions.
- Develop and manage relationships with existing and new donors in order to maximize fundraising potential and supporter retention.
- Directly solicit major and planned gifts, and partner with senior and program staff on donor engagement opportunities.
- Develop and implement fundraising activities at national and city level, working closely with the regional and city teams to leverage local fundraising opportunities.
- Research, test, and, where appropriate, develop new fundraising ideas and opportunities. Including corporate giving, legacy plans, global and local campaigns, etc.
- Work closely with Head of Communications to ensure that donor communications, offers, and benefits are creative and attractive.
- Engage in C/Can strategies, programs and plans to represent the organization to partners and potential funders.
- Work with C/Can Board members to identify prospects and opportunities for proactive development.
- Work closely with the Global Operations Director to ensure budgets, forecasts, and accounts are accurate and realistic.
- Work closely with the Global Operations Director and the CEO to ensure the organization fits with ODA compliance and reporting requirements.
- Build C/Can brand and reputation through effective fundraising activities.

## Skills and Competencies

- University degree with a minimum of 5 years of experience working at a senior level in development and fundraising for an international organization or not-for-profit organization. (Bachelor's degree required, advanced degree preferred).
- Proven experience developing successful bids, to development agencies and/or major trusts, foundations, ideally above €5 million.
- Demonstrable fundraising track record (> €1 million), including cultivating corporate and individual gifts or sponsorships at local, regional and ideally international level.



- Experience writing strategic documents and funding proposals.
- Understanding of UK's Official Development Assistance (ODA) compliance matters.
- Proven track record and enthusiasm for working collaboratively with a range of multisectoral partners.
- Adaptable team player who is able to plan, negotiate, and make decisions with high standards of personal organization.
- Committed to continuing professional development and improving professional practice.
- Experience setting and managing budgets.
- Excellent written and oral communication and presentation skills. Native or near-native English, both written and spoken fluency is required, other languages will be an advantage, especially French and/or Spanish.
- Ability to work in a flexible, fast-paced work environment.
- Hands-on, sharp, creative person with the ability to think strategically and act tactically
- Ability to engage, develop and deepen relationships among diverse stakeholders.
- Ability to travel.

## How to apply

Please send a letter of application stating the skills and approach that you would bring to the post and how you heard about the role, along with your CV/resume (no photos) in strict confidence by email only to: [karem@darylupsall.com](mailto:karem@darylupsall.com)

Please ensure that they are sent as Word or PDF documents with the titles "*your name cover letter*" and "*your name CV*" Please put "C/Can Global Fundraising Manager" in the email subject line.

**Deadline for applications: 18.00 CET Sunday April 14th, 2019**

