

Job Announcement



The Urban Movement Innovation Fund

Via Rockefeller Philanthropy Advisors

Fundraising Consultant **(HNWI-Foundations)**

- Location:** Flexible location (open globally)
- Salary:** Market level contingent on location. On contract bases, open to negotiate fees
- Contract type:** Consultant contract, 6-12 months part time/casual will be invoiced directly to UMIF's fiscal agent Rockefeller Philanthropy Advisors, based in New York

Background

The Urban Movement Innovation Fund (UMIF) works to connect, align and strengthen people power for a more socially just, zero carbon future. Drawing together and amplifying the efforts of NGOs working on technical solutions, or working with policy makers, with those of campaign or grassroots groups and movements working to increase citizen engagement and activity. UMIF's goal is to dramatically accelerate humanity's transition to a zero-carbon world. UMIF is a convener of the field, an advisor to philanthropy, and a grant maker.

UMIF believes that people-powered movements are critical to creating a zero-carbon world, generating the drive and popular support necessary for huge political, cultural and technological shifts. In order to grow in our set direction and meet our strategic plan, we are looking for a fundraising consultant to work alongside us on pitching, relationship building with HNWI, trusts and foundations, working on grant applications and reporting.

The Job

The Fundraising Consultant will support UMIF's efforts to gain and mobilize funds to meet their programme objectives. This involves identifying and researching prospects at global level, building relationships with potential donors (foundations and High Net Worth Individuals), coordinating the fundraising efforts, and preparing all required materials for proposal development, submission processes and reporting.

Primary responsibilities

The job holder will have the following key responsibilities:

- Translate UMIF programme strategy to fundraising, mapping and engaging funders to meet programme goals, focusing on Foundations and High Net Worth Individuals.
- Identify and evaluate opportunities for fundraising according to the Fund's positioning and priorities.
- Research, steward, solicit and secure substantial philanthropic gifts in the 1/2 million- 2-million-dollar range (1 year) in major markets.
- Scope prospects and make introductions, where UMIF has not already done so, increasing UMIF's reach within and outside the climate philanthropy space.
- Prepare materials and help shape the Fund's asks and strategy to resonate with donors.
- Write and submit detailed funding applications, budgets and concept notes.

Profile

Experience

- Minimum 5 years professional experience working as fundraising consultant or within an international NGO.
- Proven record of obtaining funds from HNWI and Foundations having worked ideally with international focused organizations.
- Experience in Major Gifts fundraising, including prospect research, cultivation, gift solicitation and stewardship.
- Strong knowledge of donor's interests, priorities and compliance mechanisms.
- Experience in building strong relationships with a range of stakeholders internally and externally.

Skills

- Existing donor networks relevant to UMIF's scope of work.
- Ability to write clearly and persuasively to a wide range of different target donors and supporters.
- Ability to work with different cultures.
- Excellent communication and inter-personal skills.
- Sound organisational skills and initiative to proactively manage work.
- Ability to meet deadlines under pressure.
- Ability to work independently and in a team, and with strong coordination skills

To apply for the post

Please send a letter of application stating the skills and approach that you would bring to the post with your CV/resume (no photos) in strict confidence by email only to: Karem Armstrong at karem@darylupsall.com

Please ensure that they are sent as Word documents with the titles "*your name cover letter*" and "*your name CV*" Please put "*UMIF-Fundraising Consultant*" in the email subject line. Also please let us know your ideal work location.

The deadline for application is December 13th, 2020

Daryl Upsall International actively promotes equality, diversity and inclusion. In recruiting candidates, we seek candidates with the proven skills required; irrespective of race, gender, religion or belief, age, disability or sexual orientation.