

Job announcement

Head of Development

ALIMA UK



Location: Home-based with frequent travel to partner meetings, networking events, etc (predominantly London but could be across the UK).

Travel: Potentially 2-3 team meetings per year in Paris and 1 per year in Dakar. The post-holder may, now and again, be expected to travel for limited periods in the UK or abroad.

Hours: 15-20 hours. We are open to considering flexible terms of engagement.

Contract Type: Part-time, permanent contract

Salary: £60,000 – £70,000 GBP pro rata dependant on experience.

ALIMA's Spirit & Background

[ALIMA's](#) purpose is to save lives and provide care for the most vulnerable populations, without any discrimination based on identity, religion, or politics, through actions based on proximity, innovation, and the alliance of organizations and individuals. We act with humanity and impartiality in accordance with universal medical ethics. To gain access to patients, we undertake to act in a neutral and independent manner.

Since its creation in 2009, ALIMA has treated more than 7 million patients and today deploys its operations in 12 African countries, carrying out support to 45 hospitals and more than 300 health facilities to care for more than 4,000 patients daily. Whenever possible we work in partnership with local NGOs to ensure that our patients benefit from the best and most relevant expertise wherever it is, whether within their own country or in the rest of the world. In addition, to improve the humanitarian response, we are carrying out operational and clinical research projects particularly in the field of the fight against malnutrition and viral hemorrhagic fevers.

ALIMA's Team: More than 2,000 people are currently working for ALIMA. The field teams, closest to the patients, receive support from coordination teams generally based in the countries' capitals. These receive support from the 4 desk teams and the emergency and opening team based at the operational headquarters in Dakar, Senegal. The Paris and New York teams are actively working to raise funds and represent ALIMA. The rest of the ALIMA Galaxy includes individuals and partner teams working on behalf of other organizations such as medical NGOs BEFEN, ALERT Santé, SOS Médecins / KEOOGO, AMCP, research organizations PACCI and INSERM, Oxford, Bordeaux or Copenhagen Universities, the INGO Solidarités International and many others.

Countries we work in: Mali, Burkina Faso, Central African Republic, Nigeria, Niger, Chad, Democratic Republic of Congo, Cameroon, Guinea, Senegal, South Sudan, Mauritania.

The work we do: Malnutrition, Maternal Health, Primary and Secondary Health, Pediatrics, Malaria, Epidemics (Ebola, Cholera, Measles, Dengue, Lassa Fever), Hospitalization, Emergencies, Gender Based Violence.

Role Context

The general objective is to support ALIMA's medical operations by engaging donors to fund underfinanced activities: emergency support, research and innovation, and talent development. This is a major strategic goal for a fast growing and high impact organization (1.7 million patients a year, 2,000 staff, 73 million Euro budget in 2020).

After a 10 million Euros fundraising campaign in 2017-2021, ALIMA will launch a second campaign aiming to raise at least 25 million Euros in Europe, Africa, and USA by 2025. The development of ALIMA UK will be key to leverage the reach of the 2025 campaign with the help of the 3 campaign committees and the development team based in New-York, Dakar, and Paris.

ALIMA UK was registered as a charity in the UK in 2018 and ALIMA seeks to increase its fundraising in the UK with the recruitment of this first paid position. The ALIMA UK Head of Development will develop and implement a comprehensive strategy for expanding and diversifying ALIMA UK's funding base with a particular focus on major gifts. He/she will be the key representative of ALIMA in the UK and work closely with the Paris team.

The ALIMA UK Head of Development will be in charge of developing and executing a comprehensive plan for raising ALIMA UK's revenue in line with the ALIMA Global Major Gifts, Foundations and Corporations campaigns.

In particular, the Head of Development will lead ALIMA UK's efforts to expand the donor base and increase the sources of revenue from high net worth individuals, private and family foundations, and corporations. The postholder will be charged with managing all aspects of ALIMA UK's fundraising efforts

including individual major gift solicitation, fundraising and outreach events, and foundation and corporation grant outreach.

Role Relationships

The Head of Development will report to the Major Gifts and Partnership Manager based in Paris who coordinates the Global Major Gifts campaign across three continents (Africa, Europe, North America). The incumbent will work closely with members of the Development and Communication teams in Dakar and Paris and with the ALIMA USA team in New York and will interact with members of the [ALIMA UK Board of Trustees](#) and with members of the Africa, Europe and North America Campaign Committees.

Responsibilities

- Develop new funding opportunities with Major Donors, Foundations and Corporations in the UK as part of the Major Donor and Partnership team based in Paris in line with ALIMA's Global fundraising strategy.
- Support the development and management of a robust prospect pipeline and a calendar of opportunities for engagement, cultivation, and stewardship of donors.
- Research and identify funding opportunities in the UK, craft compelling propositions and proposals for major donors and ensure quality and timely report back on gifts made.
- Take part in the identification and engage ALIMA UK's board of trustees to actively support and fundraising plans and events.
- Working with the wider development team to deliver bespoke major donor activities including virtual and in-person events.
- Help to position and raise awareness of ALIMA's role among peers, donors, and other audiences by participating in sector networks and representing ALIMA UK at events.
- Contribute to ALIMA UK's general management in support to the ALIMA Administration and Finance team in Dakar: maintain accurate records, including in ALIMA fundraising databases for income recording and earmarking, ensure legal and ethical compliance, manage ALIMA's UK budget and administrative requirements with service providers.
- Work within ALIMA's giving, antifraud, anti-money laundering due diligence policies and GDPR policies and processes.

Candidate Profile

The ideal candidate will have experience in major donor cultivation and acquisition, with the ability to grow a campaign in a new zone with limited existing network. The successful candidate will be a passionate and effective communicator, both written and verbally and will be keen to develop the presence of international NGO in a new market as the sole representative of the organisation in the country, other than the board of trustees.

The postholder will also be expected to uphold the highest of fundraising standards and maintain full and accurate management information records, ensuring that all fundraising activity undertaken by the role fully complies with UK charitable practices, information management (e.g., GDPR) and fundraising regulation (e.g., UK Fundraising Regulator Code of Fundraising Practice). Key to this role is a deep understanding of ALIMA's values and humanitarian principles.

Essential Skills/Knowledge

Technical:

- 3 to 5 years of experience of working in an income generating capacity with an NGO to identify, approach, secure and steward major donors giving or capable of giving over five and six figure gifts or 3 to 5 years of experience of working in an income generating capacity in the private sector in business development or account management.
- Experience of developing, networking, and enhancing philanthropic relationships at high giving levels.
- Demonstrable experience of delivering high level stewardship.
- Ability to work independently and collaborate with international teams in multiple locations on complex programmes and donor relationships.
- Excellent written skills, including development of compelling communications for donors.
- Ability to plan, prioritise and manage a varied and demanding workload to meet deadlines.
- Experience of developing annual and multi-year budgets and plans.

Personal:

- Excellent inter-personal, influencing and relationship building skills.
- Excellent communication skills, especially with high value supporters.
- Understanding of and commitment to ALIMA's values and work.

How to Apply

To apply for the post, please send a letter of application stating the skills and approach you would bring to the role, along with your CV/resume in English, to Zoe Oldham at zoeoldham@darylupsall.com

Please ensure that documents are sent with the titles "**your name cover letter**" and "**your name CV**" and state "**ALIMA UK – Head of Development**" in the email subject line. Please let us know, in your covering email, where you found out about the post.

The deadline for application is Sunday October 31st, 2021

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.