



## Job Announcement



## Head of institutional Fundraising

**Location:** Remote, flexible location, Washington DC or Geneva, Switzerland, ideally.

**Salary:** Competitive salary, based on candidate's location.

**Reports to:** CEO and Director of Global Affairs

**Work Permits:** The candidate must have the ability to legally work in the country where they reside.

### **About City Cancer Challenge (C/CAN):**

[City Cancer Challenge Foundation](#) (C/Can) supports cities around the world as they work to improve access to equitable, quality cancer care.

The approach is built on the core principle that cities can drive impact at national level by crafting data-driven solutions with the support of a network of global, regional, and local partners that reflect an understanding of the unique local context.

C/Can was launched by the Union for International Cancer Control (UICC) at the 2017 World Economic Forum Annual Meeting in Davos. It was established as a standalone Swiss foundation in January 2019.

### **Position Overview**

In close collaboration with the Director of Global Affairs, the Head of Institutional Fundraising will support C/Can resource mobilisation efforts aimed at enhancing and building relationships within the Non-Communicable Diseases (NCD) global health network as well as diversifying and opening up new funding opportunities.



The new Head of Institutional Fundraising will be a self-starter, relationship builder with international experience and already established networks within foundations and governmental field in the health sector. It will be someone who can open doors and unblock funding mechanisms to support C/CAN programmes at the city, country, and regional levels, and who will open and cultivate relationships with new funders and help diversify funding by acquiring new grants from governments and large foundations.

This is not the traditional institutional fundraising role, as there are not readily available funding mechanisms to apply to, so the post holder will need to steward funders to unlock funds to support C/CAN programmes, being a strong networker, with outstanding skills in establishing and growing relations. Ideal location is Washington DC, USA or Geneva Switzerland, but other locations could be evaluated.

### **Key responsibilities**

- Open and develop new relationships and partnerships to position C/CAN within the right local and global health donors.
- Develop the messaging to open dialogue with the global and regional health community to position C/Can as the preferred implementation partner for improving access to cancer care.
- Research and develop cultivation strategies for new institutional donors.
- Identify and support institutional donor/prospect engagement opportunities.
- Build a donor pipeline and diversify C-CAN funding sources.
- Write briefing notes and other materials to lead on institutional donor relationships effectively.
- Steward institutions to unblock funding for health and coordinate and submit quality proposals to institutional prospects and donors.
- Maintain data on relationships with institutional prospects and donors up-to-date in C/Can's CRM system.

### **Desired knowledge, skills, and abilities:**

- Minimum of 10 years of experience with fundraising/resource mobilisation, ideally in global health, with a relevant donor and stakeholder network.
- Experience in global development, with the ability to navigate the global health discussions.
- Experience in successfully managing a portfolio of funding opportunities from prospect research to grant agreement.
- Self-starter and independent worker with the ability to go out and pursue new prospects with minimum support, helping C-CAN build from zero a fundraising pipeline.
- Demonstrable fundraising track record (> USD1 million gifts), including cultivating corporate and individual gifts or sponsorships at local, regional, and ideally international level.
- Experience of working in a multicultural environment with excellent interpersonal skills and the ability to multi-task.



### **Languages:**

- Native or near-native English, both written and spoken fluency is required, other languages will be an advantage, especially Spanish.

### **Education**

- Minimum of Bachelor's, Master's level preferred, or equivalent experience in Global health, International Development and/or Business Administration.

### **Core values**

- Attitudes supporting an agile working environment.
- Transparency, openness, good verbal and written communication, and accountability.
- Strong sense of ethics in fundraising and handling complex grants.

### **Desired behaviours**

- Responsiveness to changing priorities and to capitalise on emerging opportunities, in a fast-paced work environment.
- Strong relationship building and advocacy skills.
- Flexible and adaptable.
- Entrepreneurial and Independent worker.
- Good Analysis, Judgement and Decision-Making skills.
- Strong Teamwork and Collaboration skills.
- Supports inclusive Learning and Knowledge Sharing.
- Negotiates and influences effectively by exploring a range of possibilities.

### **Required competences**

- Strong interpersonal skills and enthusiasm for working collaboratively with a range of multisectoral partners.
- Strong self-motivation and innovative skills, with capacity to work independently and meet deadlines.
- Good skills in health advocacy and relationship building skills.
- Excellent written and oral communication and presentation skills.
- Knowledge of grant management, monitoring, and evaluation practices.
- Ability to identify key stakeholders for a project/organisation, understand their interests / influence and engage with them to achieve productive results.
- Ability to work effectively in a multicultural environment.
- Ability to produce high quality outputs under pressure and to tight deadlines.
- Ability to engage, develop and deepen relationships among diverse stakeholders.
- Agility with digital tools (GSuite, Salesforce, etc).



**How to Apply**

To apply for the post, please send a letter of application stating your interest and how your experience and skills are relevant to the role, along with your CV/resume in English, to Karem Armstrong at [karem@darylupsall.com](mailto:karem@darylupsall.com).

Please ensure that documents are sent with the titles "***your name cover letter***" and "***your name CV***" and state "**C/CAN Head of Institutional Fundraising**" in the email subject line.

**Final deadline for applications is July 17th, 2022**

*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.*