

Job Announcement



Director of Fundraising

Location:	USA, UK, EU
Reporting to:	Chief Executive
Annual salary:	USA: \$115, 000 - \$135, 000 UK: £88,000 - £104, 000 EU: €100,000 - €115, 000
Contract type:	Permanent
Working hours:	Full time with flexibility
Candidate level:	Senior Fundraiser Leader/Director

Background

[Climate Catalyst](#) is an ambitious start-up dedicated to galvanising the collective power of businesses, investors, and civil society to influence and accelerate policy change in Asia and Europe. Their vision is a just, prosperous world in which global warming is limited to 1.5C.

Since Climate Catalyst formed in 2021, they have launched 2 major campaigns—peatlands restoration in Europe, and steel decarbonization in Asia. By partnering with a coalition of NGOs in Brussels and mobilising business, they have managed to have significant influence on the ambition of the EU Nature Restoration Law. On steel, there has been a dramatic shift by the Indian Ministry of Steel on green public procurement policy, which is a key lever for them there and their core focus.

This is an exciting time for Climate Catalyst. Having secured seed funding from 2 generous donors, they are now ready to expand and diversify their funding base. By maximising their rapidly growing network of relationships and opportunities they will become financially sustainable.

Purpose of role

The Director of Fundraising will design, lead and execute Climate Catalyst's fundraising strategy and be responsible for securing a \$5-6 million annual budget. Reporting to the Chief Executive, as part of the leadership team they will guide Climate Catalyst towards long term financial stability.

This is a strategic and hands on, collaborative role. The Director of Fundraising will oversee the development of both strategy and implementation plans and provide clear direction and management to supporting team members. The role also has high visibility and will represent Climate Catalyst and be responsible for building a strong pipeline of multiyear funders.

This is a unique opportunity in the conservation movement. Climate Catalyst are searching for a visionary and strategic leader. It is the perfect role for an accomplished and well networked fundraiser with experience of raising significant gifts of \$1 million + from foundations and individuals.

This role is open to candidates based in the US, UK or Europe. We encourage applications from candidates with a wide range of experiences and backgrounds, especially those from underrepresented groups.

Primary responsibilities

- Lead Climate Catalyst in securing a \$5-6 million annual budget.
- Build on the existing fundraising strategy—and adapt as needed—drawing on input and engagement from the CEO, Leadership Team, Board, and other staff.
- Oversee the development of both high-level strategy and implementation plans, and manage the contributions of staff as needed, especially campaigns and leadership team members.
- Represent Climate Catalyst to current and potential funders and proactively manage those relationships.
- Create and maintain tools and systems that support fundraising efforts across pipelines, clear tracking systems, and impact measurement for reporting requirements.
- Work closely with partners and allies on fundraising strategy and donor outreach, where appropriate

Profile

Skills & Experience

- A passion for turning organisational vision into financial sustainability.
- Strong relationship building skills.
- Experience in developing and executing a foundation and private philanthropy fundraising strategy and plan.
- Demonstrated success in raising significant gifts of at least \$1 million from foundations and individual philanthropists.
- A thorough understanding of the donor market in different geographies (in particular US, Europe, and India).
- Demonstrated experience working with and across teams and time zones.
- Strong people-management skills, including self-awareness and ability to delegate.

Personal traits desired

- Objective focussed
- Eager to collaborate
- Team champion
- Active listener
- Humble, with low ego and ready to roll up your sleeves
- Committed to values of courage, collaboration, diversity and learning

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: Emma Adams at emma@darylupsall.com.

Please ensure they are sent as Word documents with the titles “*your name cover letter*” and “*your name CV*” Please put “**Climate Catalyst - DOF**” in the email subject line. Also please let us know where you saw the post advertised.

The deadline for application is Sunday 7th May 2023

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