

## Job Announcement



Coral Research  
& Development  
Accelerator  
Platform

### Director of Development

<b>Location:</b>	Flexible global location
<b>Reporting to:</b>	Executive Director, CORDAP
<b>Annual salary:</b>	US: \$150,000 - \$180,000 UK: £95,000 - £110,000 EU: €100,000 - €115,000
<b>Contract type:</b>	Consultancy basis <i>(One year contract, with potential for long-term)</i>
<b>Candidate level:</b>	Management/Director

#### **Background**

Shockingly, over two-thirds of the world's tropical coral reefs have been lost at the hands of human activity and the window to secure the future of this entire ecosystem is rapidly closing. Acting fast, 17 G20 nations, in 2020, launched the [Coral Research and Development Accelerator Program \(CORDAP\)](#) to accelerate research and development into the conservation and restoration of corals and reefs.

Working closely with important partners such as the International Coral Reef Initiative (ICRI), UN Global Fund for Coral Reefs (GFCR), and the United Nations Environment Programme, CORDAP endeavours to bring the best scientific minds together from around the world, to scale-up next generation science and technology solutions and to secure a future for corals and reefs and the economies and communities that rely on them.

The CORDAP platform is designed to foster new, holistic solutions by combining input from inside and outside of the marine science sphere, and invites workable ideas on solving this issue, regardless of nationality or resources. CORDAP funded projects and solutions plan to conserve and restore on a much broader scale than ever before, delivering a far greater impact.

To support the launch of the platform, Saudi Arabia has generously contributed \$100M USD, over 10 years. Additional funding is being sought from other G20 members to meet the \$30M USD per year minimum target agreed for the program and non-member countries are encouraged to contribute voluntarily. The [King Abdullah University of Science and Technology \(KAUST\)](#) is providing administration at no cost to the platform, and so all contributions will go entirely on projects.

Unique in its time-sensitive mission, CORDAP is the only international organization fully dedicated to funding global research and development for coral restoration and conservation and now it is time to expand their fundraising efforts. They need a Director of Development to take the helm, raise their profile, and drive these incredibly important funding opportunities forward.

### **Purpose of role**

The role of Director of Development for CORDAP will lead the development function, collaborating with the leadership team to garner resources to allocate to CORDAP's essential programmes. This a key role, vital to creating ambitious fundraising goals and producing an innovative fundraising strategy, specifically working to activate funding through major donors, trusts and foundations, governments, and the global philanthropy sector.

The successful candidate will be an experienced fundraising leader, with a deep knowledge of the sector and will become an in-house expert for all things fundraising. They will have an entrepreneurial approach and be results-orientated with a track record of fundraising success with institutional and private funders, globally. In this high-profile role, the Director of Development will be a key contributor in CORDAP's mission to accelerate restoration and conservation of corals and reefs.

### ***Primary responsibilities***

- Direct all fundraising activities to support CORDAP'S ambitious strategic plan.
- Lead CORDAP's efforts to grow annual revenue from \$10M to \$30M per annum.
- Develop a pipeline of funding opportunities at the seven and eight figure level from government institutions, trusts and foundations, and individual donors.
- Advise and collaborate with the senior leadership team to identify and facilitate new opportunities leveraging off networks and geographical footprints.
- Establish a strong donor network, creating access to a wide variety of major donors, government officials and philanthropy professionals, globally.
- Produce cultivated engagement proposals and stewardship strategies for multiple donor types, including high-value individuals.
- Conduct in depth donor and market analyses to develop learning and actions for future fundraising operations.

## **Profile**

### ***Experience***

- Significant and demonstrable experience of working in the fundraising sector internationally, with proven successes delivering on ambitious goals and targets.
- Substantial practice in developing a robust, comprehensive, and innovative fundraising strategies that have resulted in significant income growth.
- A proven track record of major donor or institutional donor management, soliciting substantial six, seven and eight figure multi-year gifts.
- Experience managing the entire donor cycle from inception through cultivation, stewardship to securing and managing reporting on donations.
- Knowledge of the philanthropic world, and familiarity with highlighting new donors and fundraising opportunities in an international context.

### ***Skills***

- The know-how to create a dynamic, varied and effective network of international donors.
- Exceptional communications skills, to collaborate effectively with both internal colleagues and external stakeholders to foster positive working and fundraising relationships.
- Excellent writing skills to create strategies, analyses, and donor engagement proposals.
- Ability to think strategically, aligning fundraising with the organization's mission and values.
- The skill to describe the organizations funding needs in a way that is compelling to funders.

### ***Personal traits desired***

- An innovative and entrepreneurial spirit.
- Motivation to work to ambitious goals is essential.
- An attention to detail, while also being able to see the bigger picture.
- An interest in environmental issues, especially conservation is desirable.

## **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, [Emma@darylupsall.com](mailto:Emma@darylupsall.com) Please ensure they are sent as Word documents with the titles "your name cover letter" and "your name CV" Please put "name of client and post" in the email subject line. Applicant packs are available at the same email.

**The deadline for application is Sunday 4<sup>th</sup> June 2023**

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