

## Job Description

### Director of Fundraising and Communications

#### Renewable World

<b>Role:</b>	Director of Fundraising and Communications
<b>Location:</b>	Brighton, with hybrid working
<b>Reporting Line Manager:</b>	Chief Executive Officer
<b>Salary:</b>	£45,000 - £51,500 FTE, depending on experience
<b>Contract:</b>	Permanent, following successful probation
<b>Other benefits:</b>	Generous leave (30 days plus bank holidays), 6% pension contribution

#### Role Summary

This is a fantastic opportunity for an experienced NGO fundraiser to lead business development and communications for a dynamic international development INGO that is empowering the world's poorest people to transform their lives through clean energy.

Reporting to the CEO, you will be a key member of Renewable World's Global Executive Team, leading a team of four fundraisers (two direct reportees), with potential to expand in the future.

Together with your team, you will be responsible for growing Renewable World's income to deliver our 2022-2025 strategy. You will continue to build our existing diversified portfolio across major donors, Trusts & Foundations, individuals, High Net Worth Individuals (HNWIs) and corporates. And you will drive business development and scale-up in larger multi-year funding partnerships from institutional donors, Trusts & Foundations, and corporates.

You will be responsible for leading all business development activities through a strategic, creative and efficient approach to prospecting, campaigns, account management and funder reporting. This will involve directing our concept and partnership development work towards high value opportunities, the preparation of bids and proposals, shaping concept notes, and quality-assuring reports. In doing so, you will be working closely with our outstanding programme and technical leadership team, alongside your talented fundraisers.

You will be a natural networker, and influential in developing impactful partnerships and promoting our organisation with integrity. You will build on our existing relationships and develop new ones with funders and partners. You will develop and hold many of these relationships yourself, while mobilising a whole team approach – leveraging our networks across fundraising, programmes, our country teams in Nepal and Kenya, and through the CEO.

You will also lead on communications, and on appointment, oversee the development of a strategic communications plan which will inform future prioritisation and resourcing. You do not need to be a communications expert, but experience in this area would be great.

You will be passionate about our mission and our values. And as an inclusive leader and empowering manager, you will enable your team to flourish and contribute to making Renewable World both highly impactful and a great place to work.

This is a busy and business critical role. It is advertised as a full-time position, but part-time working will be considered (e.g. 4 days per week; less than that would be difficult). We operate a hybrid working model. The successful applicant would be expected to be in the office at least twice a week on average, including every other Thursday for whole team meetings. While we are extremely busy, we prioritise a work life balance. We offer a generous leave package of 30 days FTE plus bank holidays, and time off in lieu when needed.

## About Renewable World

We are an ambitious and rapidly growing INGO, headquartered in Brighton. We have around 30 staff, based in our offices in the UK, Nepal and Kenya, and have just appointed a new Kenya Country Director to develop an innovative new programme there.

We are working with partners to deliver transformative change by improving people's access to clean energy and empowering them through training, knowledge-sharing, and making connections.

Our vision is for "A sustainable and fairer world where clean energy is accessible to all".

And every day we are working hard to deliver our mission "To enable the world's poorest people to transform their lives by improving their access to clean energy, empowering them to develop sustainable and resilient livelihoods, and mitigating the impact of climate change".

We have already improved the lives of over 70,000 people, and we are on-track to surpass our goal of reaching 100,000 people by the end of 2022. We have ambitious plans to scale our impact to 2030 and beyond.

We focus on four key areas where we believe we can achieve the greatest impact in transforming lives through clean energy:

- **Energy for Livelihoods:** Improving incomes and welfare through using energy for productive purposes, with a focus on reaching the poorest and empowering women and the socially excluded.
- **Energy for Climate Change:** Helping people adapt to climate change and protect ecosystems through energy-enabled climate-smart agriculture and early warning systems, and mitigating climate change through clean energy and carbon offsetting.
- **Energy for Health and Education:** Using renewable energy to supply clean water for drinking, health and sanitation, electrifying remote health centres and schools to improve health and education outcomes, and enabling cleaner cooking.
- **Energy for Catalytic Impact:** Developing systemic impact and activating demand through the productive use of energy, sustainable multi-stakeholder partnerships, and piloting scalable innovations.

We aim to live and breathe our ENERGY values which are: **Excellence; Networked; Empathy; Resourceful; Gravitas; and Yes we can.**

Our income has trebled in size over the last three years to £3.4 million in 2021-2022. To build on this momentum, and ensure we maximise developmental impact and increase our sustainability, it is critical we

rapidly implement our new strategy (to be launched externally later this year). This prioritises growing our income through a diversified portfolio, developing larger multi-year projects and partnerships, and promoting our brand and learning externally. As Director for Fundraising and Communications your role will be critical to our success.

## Job Description

In leading the Fundraising and Communications Team you will:

- Lead the development and implementation of Renewable World’s fundraising strategy to deliver our current and future strategic priorities.
- Build our existing diversified portfolio across institutional donors, Trusts & Foundations, individuals, High Net Worth Individuals (HNWIs) and corporates.
- Prepare the foundations and drive scale-up in larger multi-year funding partnerships from institutional donors, Trusts & Foundations, and corporates, including directing our concept and partnership development work towards high value opportunities.
- Define, deliver and report on fundraising targets, forecasts and performance, consistent with the strategy and agreed by the CEO and Board.
- Implement a strategic and efficient approach to fundraising – including pipeline development through market research on funding opportunities, networking to secure early visibility, competitor analysis, teaming arrangements, and making go/no go recommendations.
- Implement effective account management with major current and future strategic partners and funders.
- Oversee all bids and proposals and lead the preparation of high value bids and proposals (responsibilities to be defined with Director of Global Programmes).
- When Renewable World’s Gold Standard improved cookstove project begins to deliver credits (2023-24 onwards), lead our approach to maximising donation revenues from existing and future partners with credible net zero plans.
- Oversee streamlined funder reporting, including improving internal systems and templates for project updates from project managers.
- Develop impactful partnerships with existing and new funders and partners, coordinating a whole team approach, leveraging all our networks.
- Advise local offices in originating local funding opportunities and developing project concepts.
- Develop alliances and consortia with potential partners for larger opportunities, and lead teaming negotiations and contracting.
- Develop and implement a strategic communications plan to support our fundraising, including building our brand as go-to experts with strategic funders and partners.
- Ensure the fundraising team and other relevant resources are aligned to strategic priorities, and take an inclusive approach to organisational and business process change.
- Represent and promote Renewable World at external events.

In being an inclusive leader and empowering manager, you will:

- Provide inspiring, strategic and inclusive leadership and management for the fundraising and communications team.

- Contribute to the effective running of Renewable World as a positive, collegiate and can-do member of the leadership team.
- Develop robust and SMART annual business plans, KPIs, and income and expenditure plans; monitor and update these regularly; and, take early and appropriate action to deliver to plans (monthly, quarterly, 6-monthly or annually as required).
- Provide effective line management, including through setting individual workplans, quarterly reviews and at least monthly catch ups.
- Represent the Fundraising and Communications Team with the Board, including ensuring the effective running of the Fundraising and Communications Committee.
- Model our ENERGY values in your conduct internally and externally.

## About You

As an experienced NGO fundraiser, we expect you to have highly relevant skills and experience that will enable you to help us achieve incredible impact, but we do not expect you to have experience in every aspect of the role.

## Work Experience

- At least 7 years' experience in NGO fundraising and proposal preparation. Experience in energy access or climate change is desirable, but not essential.

## Academic and Professional Qualifications

- A graduate or postgraduate qualification in a relevant discipline.

## Skills and Experience

To achieve our strategic priorities, we feel the following skills and experience are likely to be particularly important:

- A track record in leading winning proposals for projects of >£1 million, with institutional donors and/or Trusts & Foundations.
- Experience in partnership development, including forming alliances and consortia for proposals and project implementation.
- Strong written communication skills, with the ability to prepare high-quality proposals and concept notes, and communicate complex ideas in an accessible way.
- Strong analytical, research and numerical skills.
- Excellent organisational skills, with experience in managing multiple projects and delivering under pressure to deadline.
- Experience in leading and managing teams to grow their impact with limited resources.
- An inspiring, credible and persuasive communicator.
- A team player, with great team and people management skills.
- Fluency in written and spoken English.
- A commitment to equality, diversity and inclusion.
- A passion for our mission and values.

## How To Apply

To apply for this role, please submit your CV and a supporting statement of no more than two sides which describes your suitability for the role to [jobs@renewable-world.org](mailto:jobs@renewable-world.org)

The deadline for applications is 20 June 2022.

We will contact shortlisted candidates about interview dates later that week. Unfortunately, we will only be able to contact shortlisted candidates.

We are an equal opportunity employer, committed to diversity and inclusion in the workplace. We positively encourage applications from all qualified candidates. We do not discriminate on the basis of age, race, gender, sexual orientation, religion, national origin, disability, or any other non-merit factor.