ROLE PROFILE

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| Title: | Global Philanthropy Team Lead | | |
| Functional Area: | Global Fundraising Hub | | |
| Reports to: | Head of Global Fundraising Hub | | |
| Location: | Flexible | Travel required: | Yes, international |
| Effective Date: | Nov 2022 | Grade: | GH5 |

role PURPOSE

Philanthropy is a crucial enabler for Plan International to achieve its resource mobilization objectivesand secure it’s identity as the leading child-rights organisation for girls´ equality. The Global Philanthropy Team Lead will provide vision, strategy, oversight and thought leadership for UHNWI, major donor and legacy fundraising across the global Plan International organisation, including National Organisations and Country Offices. The successful candidate will contribute to Plan International’s Global Strategy by diversifying the organisation’s fundraising channels to increase revenue.

In addition, this role will foster greater collaboration between Fundraising, Communications and Development programmes and enable shared learning across Plan International.

Accountabilities

* Provide strategic direction, vision, and oversight to build Plan International’s global philanthropy capabilities
* Develop and lead a strong network of philanthropy fundraisers across the organisation.
* Lead the development and implementation of a multi-year philanthropy fundraising strategy, including the identification, cultivation, solicitation, and stewardship of UHNWI, major donors, and legacies, to diversify and grow unrestricted sustainable income streams.
* Plan and roll out the philanthropy pillar of Plan’s Global Fundraising Strategy and Global Strategy.
* Establish and lead a high-impact Global Philanthropy Team.
* Create and maintain operational systems to manage donor cultivation and stewardship.
* Establish and expand Major Donor Fundraising tools availability across the global organisation
* Provide thought leadership and advice to key stakeholders and fundraisers on the agile adoption of new solutions, products, and ways of working within philanthropy
* Monitor performance towards revenue targets and provide regular reports on progress.
* Work with multi-level stakeholders to drive new fundraising opportunities
* Ensure the alignment of philanthropy activities with other campaigns for a consistent, global view
* Represent Plan International in global networks and activities to promote the organization
* Ensures that Plan International’s global policies for Safeguarding Children and Young People and Gender Equality and Inclusion are fully embedded in accordance with the principles and requirements of the policy including relevant Implementation Standards and Guidelines as applicable to their area of responsibility. This includes, but is not limited to, ensuring staff and associates are aware of and understand their responsibilities under these policies and Plan International’s Code of Conduct (CoC), their relevance to their area of work, and that concerns are reported and managed in accordance with the appropriate procedures.

Key relationships

* Fundraising & Communications Teams in National Organisations and Country Offices
* Management & Business Development Teams in National Organisations and Country Offices
* Fundraising Leadership Network (Fund Net)
* Strategic Performance Team
* Relevant consultants and agencies
* External partnerships

Technical expertise, SKILLS, and knowledge

**Essential**

* Significant proven experience in strategic fundraising
* Experience in building up successful major donor fundraising structures with the necessary strategic planning, tools, staff and working processes
* Highly familiar with cutting-edge major donor fundraising techniques and strategies
* Experience in international work environments
* Significant demonstrable experience in INGO environment
* Exceptional diplomatic and networking skills and experience in the effective use of soft power
* Strategy creation and ownership
* Proven and demonstrable leadership capabilities
* Comfortable with complex working environments
* Ability to develop relationships with disparate stakeholder groups
* Strong communication, representational and inter-personal skills
* Fluent written and spoken English language skills

**Desirable**

* Fluent in an additional language
* Experience of working in a matrixed and networked team
* Experience of leading change management processes
* Business development
* Marketing management

Plan International’s Values in Practice

**We are open and accountable**

We create a climate of trust inside and outside the organisation by being open, honest, and transparent. We hold ourselves and others to account for the decisions we make and for our impact on others, while doing what we say we will do.

**We strive for lasting impact**

We strive to achieve significant and lasting impact on the lives of children and young people, and to secure equality for girls. We challenge ourselves to be bold, courageous, responsive, focused, and innovative.

**We work well together**

We succeed by working effectively with others, inside and outside the organisation, including our sponsors and donors. We actively support our colleagues, helping them to achieve their goals. We come together to create and implement solutions in our teams, across Plan International, with children, girls, young people, communities, and our partners.

**We are inclusive and empowering**

We respect all people, appreciate differences and challenge inequality in our programmes and our workplace. We support children, girls, and young people to increase their confidence and to change their own lives. We empower our staff to give their best and develop their potential.

Physical Environment

Typical office environment

Level of contact with children

Low contact: No contact or very low frequency of interaction