Foundation for the Global Compact

Job Opening | Senior Manager Fundraising

POSTING TITLE: Senior Manager Fundraising
LOCATION: New York

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POSITION SUMMARY

The Senior Manager Fundraising is responsible for generating funds to fund programmatic work of the UN Global Compact. The senior manager will lead development and delivery of the strategy to broaden the funding support for the program work where UNCG intends to Lead and Shape the corporate sustainability agenda. Working with the programs team, the outreach and engagement team, the government.

DUTIES AND RESPONSIBILITIES

• Develop the strategy and plans to diversify and increase funding for the UN Global Compact programmatic work
  o Analyse the strengths, barriers and opportunities related to the UNGC donor value proposition
  o Shape improved narrative and value proposition
  o Lead UNGC in adopting public messaging (eg on Impact of the work) that will help drive a stronger narrative
  o Outreach with this narrative to prospective donors

• Leading the team to deliver the 2023 plan to deliver USD $4m to help fund our Lead and Shape programmatic work ($3.5 in corporate support and $0.5m institutional support)
  o Personally approach relevant foundations
  o Partner with programmes team in developing compelling grant proposals
  o Updating leadership team and proposing plan adjustments as needed
  o Manage the team to approach and deliver corporate donations
  o Manage system of efficient reporting to corporate and institutional donors
  o Manage system of tracking progress

• Building up long term relationships with relevant foundations to underpin on going funding requirements
  o Approach priority funders
  o Build up relations with an ongoing group of funders to develop aligned plans
  o Support leaders in building personal contacts and relationships
  o Partner with programs teams to meet donors and engage on long term relationships
  o Build partnerships with relevant organisations to where a partnership approach to funding is recommended

• Lead the Leadership team in delivery of the plan
  o Building knowledge and understanding in the Leadership team
  o Regular updates on progress and recommending indicated actions
  o Gaining support from key UN Global Compact leaders to help with proposals/presentations etc

• Develop a strategy and plan to deliver funding from institutions

Please, no phone calls or unsolicited e-mails outside of the submission process
Initial plans are to build up foundation support and then follow with Institutional support

- Partner with the government group to support them in delivering earmarked government grants for the Foundation
  - Help build a strategy and governance to ensure UN Global Compact effectively secures relevant government funding

RESULTS EXPECTED

- USD $4.5 million a year delivered to fund priority programs for the UN Global Compact
- Improved understanding and capabilities of fund raising in the UN Global Compact in the NY office and in the Local Network teams
- Strong relationships with key funders, foundations, institutions globally and in the Local Network countries
- Efficient grant writing and high success rates behind applications

COMPETENCIES

Persuasive and engaging communication skills

- Strong consultative engagement, selling and objection handling skills. Builds credibility and trust in order to engage prospective companies across the new joiners journey.
- Excellent presenting and communications competencies for public speaking, moderating, panel speaking and value proposition conversations
- Ability to interact with a broad set of businesses and presenting both virtually and in person
- Ability to communicate persuasively in written form to help engage at scale
- Relationship and Influencing Skills: ability to build relationships with, and influence all levels within an organisation, including senior management

Proven team leadership competencies

- Able to lead, coach and inspire a team to high levels of performance
- Builds skills and efficiencies
- Builds systems to improve team efficiencies

Proven delivery of results:

- Delivers to clear goals within strategies. Identifies priority activities and assignments, allocates appropriate time and resources, tracks progress and adjusts priorities as required.
- Foresees risks and allows for contingencies when planning. Monitors and adjusts plans and actions as necessary

Works in diverse teams and across geographies:

- Works collaboratively with colleagues in different teams to achieve organizational goals.
Solicits input by genuinely valuing others’ ideas and expertise; is willing to learn from others;

Proven delivery of results:

Delivers to clear goals within strategies. Identifies priority activities and assignments, allocates appropriate time and resources, tracks progress and adjusts priorities as required.

Foresees risks and allows for contingencies when planning. Monitors and adjusts plans and actions as necessary

CORE VALUES:

Integrity: Demonstrates the values of the United Nations in daily activities and behaviors; acts without consideration of personal gain; resists undue political pressure in decision-making; does not abuse power or authority; stands by decisions that are in the Organization's interest, even if they are unpopular; and takes prompt action in cases of unprofessional or unethical behavior.

Professionalism: Shows pride in work and in achievements; demonstrates professional competence and mastery of subject matter; is conscientious and efficient in meeting commitments, observing deadlines and achieving results; is motivated by professional rather than personal concerns; shows persistence when faced with difficult problems or challenges; and remains calm in stressful situations.

Respect for Diversity: Works effectively with people from all backgrounds; treats all people with dignity and respect; treats men and women equally; shows respect for and understanding of diverse points of view and demonstrates this understanding in daily work and decision-making, examines own biases and behaviors to avoid stereotypical responses, and does not discriminate against any individual or group.

EDUCATIONAL AND EXPERIENCE REQUIREMENTS

- **EDUCATION**: A first-level university degree in business administration, management, economics, political science, social science or related field.

- **WORK EXPERIENCE**: Six plus years of experience in account management, sales & marketing, client support. Experience working on issues related to corporate sustainability is preferred.

- Proficiency in English and Spanish are essential (full command on both spoken and written). Knowledge of regional languages is preferred

RECRUITMENT PROCESS

- Please include the following materials in your e-mail submission to [UNGC1@unglobalcompact.org](mailto:UNGC1@unglobalcompact.org) with the subject heading “Senior Manager Fundraising”:
  1. Cover Letter
  2. Resume/CV

*Please, no phone calls or unsolicited e-mails outside of the submission process*
Applications will be accepted until **23 December 2022**.

Given the anticipated volume of submissions, only highly qualified candidates will be contacted. No phone calls or unsolicited emails outside of the submission process.

Applicants must be authorized to work in United States. The Foundation for the Global Compact does not sponsor work visas.

Interested in learning more about the UN Global Compact? Click [here](#) to sign up for our monthly Bulletin!