



Manager, Fundraising & Resource Mobilisation | Job Description.

Role Title:	Manager, Fundraising & Resource Mobilisation	Reports to:	CEO
Country:	London, UK, Lisbon, Portugal or other ¹	Work Related Travel:	Up to 30 % travel.

Overall Purpose:

Water Unite, as host for the Global Investment Fund for Water (GIFFW), is an ambitious new non-profit organization that is partnering with the retail bottled water industry to end water poverty. By capturing a tiny fraction of bottled water revenues, we aim to generate a significant, sustained source of funds to be used for targeted investments that provide sustainable water services to those who need it most and tackle the sanitation challenge, while also contributing to the reduction of plastic waste. GIFFW answers a real need for a catalytic investment vehicle for water and sanitation projects that engages the private sector, governments, civil society and other stakeholders, and provides comprehensive plans on how such funds could be deployed. It will draw on development, finance and industry best practice with a recognised, independent brand that assures consumers of the highest levels of industry engagement and transparency.

Building on extensive feasibility work and consultations over the past two years, the GIFFW has now entered its startup phase. As a key element of this phase, Water Unite is pursuing long-term partnerships with both private sector players in the water industry as well as institutional partners in the public and philanthropy sectors. The Manager, Fundraising & Resource Mobilisation, working closely with the CEO, has primary responsibility to develop and manage the institutional partnerships with potential funding partners in the public sector and foundations.

The function the following main roles:

- Develop and implement a fundraising & resource mobilization strategy
- Support the management of donor partners and other strategic partners
- Support general communications functions as required for the role

The role will include positioning Water Unite so that strategic partnerships along the investment value chain bring value addition to our activities, impact and institutional sustainability. Further background information, including feasibility study reports, can be found on www.giffwater.org and www.waterunite.org

Key Measures of Performance

The performance of this role will be assessed on the basis of the achievements made on:

- *Partnership building*: Institutional partnerships with key public sector donors, foundations and other philanthropic actors built and sustained, including both for raising of resources as well as supporting long-term partnerships to implement programs in water supply, sanitation and waste management
- *Resource Mobilisation*: A business development, fundraising and resource mobilization strategy developed, and substantial financial resources raised for Water Unite's operations from public agencies, foundations and philanthropic donors.
- *Partner Management*: Relationships with key partners professionally managed, including through coordination of reporting and liaison functions.
- *General Communications*: Communications functions related to the strategic positioning of Water Unite.

¹ The country(ies) of registration and operation are still to be finally determined, but countries of operation are likely to be multiple. They will definitely include the UK and Portugal, and possibly the Netherlands or others in due course. There is potential for flexible working arrangements for this position in regard to location.



Manager, Fundraising & Resource Mobilisation | Job Description.

Key Responsibilities

Business development, fundraising and resource mobilization;

- Design and implement a strategic, results-oriented and coordinated strategy to mobilise significant additional resources for Water Unite from bilateral donors, foundations and other donors ;
- Manage reporting and financial tracking of strategic resource mobilization activities;
- Assist the CEO and Partnership Director in oversight over Water Unite's overall corporate strategic planning, and in monitoring implementation progress..

Partnerships with funders and other strategic stakeholders;

- Establish and maintain effective partnerships with public and foundation donors and other strategic partners, including handling of the formal and informal networking and liaison that is inherent in such partnerships;
- Working with other staff, coordinate the management of ongoing relationships with funding and other institutional partners and where relevant, leverage those relationships to achieve greater collective impact;
- Develop and manage partner agreements and co-ordinated reporting.

Communications, in-house and external.

- Contribute to the design and implementation of a strategy for in-house and external communication that informs and educates participants about the goals, processes and results of Water Unite, including via traditional media, web based communications, social media, and other methods;
- Support the building of Water Unite's brand visibility;
- Represent Water Unite as required in relevant forums.

Relevant Competencies and Experience

- Passion for, and prior demonstrated interest in, creating positive social impact;
- Tertiary degree in a relevant field. Masters level degree or equivalent preferred;
- 5+ years of work experience in a business development and fundraising role. This should include a track-record of initiating, leading and closing negotiations (through strategic alliances or otherwise with private and public sector parties) that have raised significant funding for social purposes, preferably for a not-for-profit institution;
- Demonstrated understanding of the operations and imperatives of public sector donors, international development organizations, private and corporate foundations and philanthropic donors. Past experience with, and networks related to, partners with interests in water, sanitation or recycling programmes in developing countries would be highly regarded;
- Ability to converse with and influence senior individuals from the government, private and non-profit sectors on the work and philosophy of Water Unite and the GIFFW.
- High level oral and written communication skills in English required, including an ability to communicate succinctly and clearly. Working ability in other international languages would be well regarded;
- Strong interpersonal and teamwork skills, tact, sense of confidentiality, and ability to work in a cross-institutional, multi-cultural environment.
- Proficiency in current information management, presentation, communication and networked environment technologies, and self-motivated to acquire new skills in evolving technologies;
- Experience in managing communications, reporting and monitoring and evaluation highly desirable.
- Understands ethical behaviour and business practices and ensures own behaviour and the behaviour of others is consistent with these standards and aligns with the values of the organisation

Contacts

To apply, please send a current CV and cover letter to paul@waterunite.org by 19 October 2018