

Job description Senior Fundraising Consultant

Background

Women on Wings aims to create one million jobs for women in rural India. A job means an income for these women, as well as economic autonomy and an escape from the cycle of poverty. It also means their children can go to school, which increases their chances of a better future. Women on Wings provides business knowledge to unlock the growth potential of social businesses in rural India that employ mainly women. We work with a small Indian and Dutch team plus around 50 experts who share their time and knowledge pro bono. The experts have 15+ years of experience in the field of e.g. marketing, sales, finance, HR, product development, production, retail and supply chain. The Indian team and Dutch experts work with Indian social entrepreneurs and their teams to accelerate the growth of their business. Partnership with the social entrepreneurs will be for at least 3 years.

Women on Wings is a foundation that was established in The Netherlands in 2007. Since 2013 it also has an office in India. With a track record of 10 years working with SME's in rural India, we have co-created 221,000 jobs for women in rural India as per June 2017. Women on Wings works with various partners to reach its goal of creating one million jobs for women in rural India. It is our strategy to build long term relationships with our partners that believe in our approach and support us financially: Corporates, Corporate Foundations, Family Foundations and HNI's. For that purpose we have a fundraising team with a senior fundraising consultant in India and one in the Netherlands. Currently we are looking for a senior Fundraising Consultant in the Netherlands.

Profile Senior Fundraising Consultant

You are responsible for further developing the fundraising strategy in the Netherlands. You are a committed fundraising professional who is willing to use your network, knowledge and expertise to realize the ambitions of Women on Wings. An experienced hands-on professional who has the ability to translate the activities of Women on Wings into proposals for potential funders. You are pro-active, are able to work independently as part of a small team and you have a proven track record in raising funds. You will work closely together with the fundraising consultant in India and report to the managing director in India responsible for fundraising.

Key Responsibilities

- Support Women on Wings in the development of fundraising strategy and action plans.
- Explore fundraising opportunities across geographies in the Netherlands and Europe.
- Identify and approach possible funding partners and develop relationships with key decision makers.
- Write and present proposals to new funding partners.
- Establish partnerships with funding partners and maintain relationship. Submit timely reports on fund utilization and other reports as agreed with the funders.
- Review the success and achievements against agreed targets, identifying strengths, weaknesses and areas for improvement.
- Record fundraising information as necessary.
- Account manager for the funding partners.

Job requirements

- At least 10 years of proven professional experience in (social) business fundraising.
- Should have had an exposure to raising funds from other geographies (Internationally).
- Proficient in writing proposals and reports.
- Has a large relevant network.
- Experience in working dynamic situations and be comfortable in working with a small team of colleagues.
- Ability to interact on every level, from CEO to junior employees.
- Ability to work and communicate with corporates, foundations, NGO's and governmental organizations.

Skills and competences

- Result driven
- Analytic skills
- Ethical and transparent in conduct
- Takes ownership
- Pro-active and a self-starter
- Shows persistence in challenging situations
- Entrepreneurial mindset
- Excellent interpersonal skills
- Fluent in English

What we offer

- Work in an international environment
- Dynamic team
- Be part of a journey towards an impactful social economic mission
- Flexible working hours
- Hours: 8 – 16 hours per week
- Remuneration based on a freelance contract (ZZPer)

Workplace location

You will be part of the Dutch core team and work at least 1 day a week at the Women on Wings office in Austerlitz.

Are you interested?

Please send your CV and motivation letter to Hilke Tol, HR manager: hilke@womenonwings.com

If you have any questions about the content of this position, please contact

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or

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