



JOB PROFILE

JOB TITLE: FUNDRAISER

INTRODUCTION

Twin is a development through trade NGO working with 33 producer organisations representing 300,000 coffee, cocoa and nut smallholder in 17 countries across Latin America, Africa and Asia. Our wholly owned coffee and cocoa trading company - Twin Trading, works to access value-added markets for our producer partners and offers quality products with development impact.

We unlock the power of trade to strengthen producer organisations and delivery social justice, economic development and environmental sustainability for small farmers. We are engaged throughout the value chain to balance producer support with creating market demand, building partnerships that deliver sustainable, scalable and meaningful change.

MAIN PURPOSE OF JOB

The main purpose of this role will be to jointly lead the development and implement of our fundraising strategy so Twin can continue to drive development through trade. Twin is engaged throughout the value chain to balance producer support with market demand, conducting:

- Technical assistance; strengthening producer organisations with a holistic approach
- Trading; offering premium-quality, traceable products with a strong consumer story
- Marketing; creating demand, accessing markets and growing sales
- Business advocacy; making the business case and offering market-led solutions

Our programme of technical assistance has grown steadily over the last couple of years with the support of donors such as Comic Relief and DfID as well as private sector partners. In the last year, we invested nearly £3 million into our programme work.



Currently fundraising activities are spread across the team and includes contributions from the Chair of Trustees, our senior management team and our programmes, trading and marketing teams. The overall approach is led by the Managing Director.

POSITION IN THE ORGANISATION

Reports to: Managing Director

Manages: N/A

Receives support from: Other members of staff

KEY RESPONSIBILITIES AND ACCOUNTABILITIES:

We are now looking for an exceptional fundraising consultant or part-time colleague who will help us deliver a successful fundraising action plan.

We envisage this support will include:

- Supporting Twin develop a successful approach to consolidate our relationships with new and existing donors and our partnerships with private sector donors by acting as a coordinator and central resource for fundraising in Twin,
- Mapping potential donors for Twin,
- Updating our approach and language used when communicating with potential donors,
- Bringing extensive contacts knowledge and track record in securing support from trusts and foundations who support international development charities,
- Take lead responsibility for completing applications to trusts and foundations that secure significant new income for Twin and coordinate our submissions to large programme donors.

SKILLS REQUIRED:

- A strong track record of fundraising for international development organisations.
- Excellent written and spoken communication skills
- The ability to motivate and manage others
- Excellent organisation skills
- The ability to work under pressure and to tight deadlines



PACKAGE

SALARY: Depending on experience

HOURS OF WORK: To be agreed

Please send your CV along with a Cover Letter that explains why you are suitable for this role to jobs@twin.org.uk by 15th June 2017.