

## Head of Fundraising (SBTi)

**Location:** United States, Mexico

**Job Purpose and Background:** As part of SBTi's new incorporation with a Charity entity it is a key role in continuing the fundraising for the future.

### About the SBTi:

The Science Based Targets Initiative (SBTi) is a global body enabling businesses to set ambitious emissions reductions targets in line with the latest climate science. It is focused on accelerating companies worldwide to halve emissions before 2030 and achieve net-zero emissions before 2050.

The initiative is a collaboration between CDP, the United Nations Global Compact, the World Resources Institute (WRI) the World Wide Fund for Nature (WWF), and one of the We Mean Business Coalition commitments. The SBTi defines and promotes best practices in science-based target setting, offers resources and guidance to reduce barriers to adoption, and independently assesses and approves companies' targets. For more information, please visit [www.sciencebasedtargets.org](http://www.sciencebasedtargets.org)

**How to apply:** We are looking for this position in collaboration with Climate17. Please submit your resume, cover letter, and salary expectations to Kris Koby: [Kris@climate17.com](mailto:Kris@climate17.com)

### Key responsibilities include:

- Develop, oversee, and actively lead the implementation of a fundraising strategy that exploits a wide range of fundraising opportunities, and maintains diverse and sustainable income streams.
- Maintain an overview of funding across the organization and analyze income sources to manage the fundraising strategy, assess progress against targets, and contribute towards our financial capacity.
- Work effectively with our Board of Trustees to identify, map, and develop a network of potential major donors and unlock high net worth opportunities with a focus on delivering against the long-term strategy for growth.
- Delivery and diversification of fundraising income:
  - Generate over USD 20,000,000 in fundraising income over three years, with emphasis on lead generation and new business.
  - Introduce and grow philanthropic donors giving.
  - Grow the charity's corporate partnerships.
- Strategic input:
  - Align the charity's fundraising approach to the SBTi strategy.
  - Regularly review the charity's position within the fundraising landscape and identify opportunities and risks that may impact our work

## Essential skills and experience needed:

- At least three years of experience in a similar role
- Demonstrable track record of Strategic Fundraising with international philanthropic donors.
- Successful, significant, and relevant achievement at the management level in a comparable national/international organization.
- Proven track record of meeting challenging income targets
- Proven ability to build, manage, and develop key stakeholder, client, and donor relationships.
- Proven track record in fundraising that has directly resulted in increased income for an organization.
- Effective dissemination of information to large and diverse groups
- Track record of bringing innovative, creative thinking and fresh ideas to an organization and its services.
- Knowledge of the fundraising environment and of a range of techniques and disciplines that will support the cost-effective generation of income.
- Demonstrable ability to evaluate the type of initiatives and programs and initiate, develop, and deliver new initiatives that build on their successes.
- Demonstrable knowledge of funding mechanisms
- Desirable experience in the climate ecosystem.

This is a full-time role based in Remote work from the UK, USA, or Mexico. The salary for this role will depend on location and experience level. This role is a fixed-term contract for 12 months with the possibility of extension and it will be reporting to Chief Financial Officer

Interested candidates should be legally allowed to work in the countries specified. The SBTi cannot sponsor any working visas.

## What we offer:

- Working in one of the most successful and fastest-growing initiatives driving climate action.
- Exciting and challenging tasks in a dynamic, international, innovative, and highly motivated team;
- Salary Range 95,000 – 120,000 Yearly
- Training and development.
- Attractive holiday package.

SBTi is an equal opportunity employer - committed to building an inclusive workplace and diverse staff, where all can thrive. We welcome and strongly encourage applications from candidates of all identities and backgrounds, and do not discriminate based on race, color, religion, gender or gender identity, sexual orientation, national origin, disability, or age.