

JOB DESCRIPTION

Job/Role Title:	HEAD OF FUNDRAISING
Reporting to:	CHIEF COMMERCIAL OFFICER
Location:	World Sailing OFFICES, London (with International travel requirements)

Background

World Sailing is the world governing body for the sport of sailing, officially recognised by the International Olympic Committee (IOC) and International Paralympic Committee (IPC)

World Sailing is responsible for:

- the promotion of the sport internationally;
- managing sailing at the Olympic and Paralympic Games;
- developing the Racing Rules of Sailing and regulations for all sailing competitions;
- the training of judges, umpires and other administrators;
- the development of the sport around the world; and
- representing the sailors in all matters concerning the sport.

The principle members of World Sailing are the 145 'Member National Authorities' (MNAs) and the 100+ 'Class Associations'.

We have a clear and ambitious vision:

A world in which millions more people fall in love with sailing; inspired by the unique relationship between sport, technology and the forces of nature, we all work to protect the waters of the world.

Our mission:

To make sailing more exciting and accessible for everyone to participate or watch, and use our reach and influence to create a sustainable future for our sport and the waters of the world.

World Sailing has created the framework for a successful private fundraising programme focusing on HNWI and family foundations and is in the process of setting-up a new charity.

The charity will raise funds to provide grants to programmes in the following areas:

1. The protection and improvement of the natural environment by the promotion of sustainable environmental practices within the sport of sailing
2. Supporting young sailors on their competition pathway
3. Increased participation in sailing

A Head of Fundraising is now required to raise funds against each of these objectives.

Role

The aim will be to procure gifts between £50,000 and £200,000 from trusts and high net worth individuals.

Whilst the framework has been created and the Trust incorporated, this is a rare opportunity for an experienced fundraiser to make their own mark and create a real legacy for the sport of sailing worldwide.

This will be a full-time position based at World Sailing's HQ in Paddington, London, seconded to the new charity.

The Head of Fundraising will report to the CCO and require regular liaison with CEO, the Chair of the new charity and its Board of Trustees.

The role will sit alongside the commercial, marketing and event teams but will also require strong relationships with all other World Sailing teams as well as international travel to meetings and events.

Key Responsibilities

1. To work towards an agreed annual income target
2. To identify key cultivation opportunities for major donors and prospects throughout the year
3. To create and maintain a prospect and supporter database
4. To help create a compelling pitch for each campaign, plus individual cases for support and donor reports
5. To manage a portfolio of major donors and individual prospects to result in gifts of above £50,000
6. To accompany to the CEO and Chair to meetings with prospects
7. To undertake those meetings on their own when appropriate
8. To work with WS staff to ensure that delivery of programmes is as presented to the donor and to report back to the donor on outcomes
9. To manage the expenditure budget (working primarily with the events team)
10. To ensure excellent stewardship of new donors including the introduction of new opportunities and regular feedback on impact

Relationships & Interfaces

Strategic reporting to:

- Chief Commercial Officer

Support of:

- CEO
- Chair and Trustees of the new charity

Strong relationships with:

- Marketing and events teams
- Sustainability teams
- Training and Development teams
- Operational teams

Personal Attributes & Experience

- At least 5 years' experience of building and managing effective fundraising relationships with high level individuals and/or organisations and securing major gifts, preferably face to face.
- Knowledge of philanthropic motivations and current trends in major giving worldwide to be able to identify and exploit new opportunities.
- Excellent written and verbal communication skills to create and deliver effective fundraising pitches, ideas and project updates to a range of audiences.
- Highly developed ability to negotiate successfully with colleagues at all levels and with external stakeholders to achieve desired outcomes.
- Strong ability to proactively work alongside and network with other teams to maximise results.
- Able to record, analyse and present financial data in a clear and accurate format.
- Proven track record in demonstrating initiative and creativity to achieve desired outcomes
- An enthusiastic, self-starter with the ability to organise their own workload both in the office and when travelling.
- Ability to manage multiple projects, identifying conflicting demands and establishing clear priorities in order to meet agreed objectives and income
- A professional or personal interest in sailing, sport and/ or sustainability.