



Use your corporate fundraising expertise to fuel Habitat for Humanity International's global mission to end poverty housing! As the Associate Director – Corporate Engagement, you could work alongside a culturally-diverse, talented, passionate and results-oriented fundraising team to raise funds in the Europe, Middle East and Africa (EMEA) region, impacting thousands of lives across 30+ countries in EMEA, and many more around the globe, through cultivating and growing partnerships with multi-national corporations and corporate foundations.

ABOUT US: Habitat for Humanity International (HFHI) is a global, nonprofit, Christian housing organization working in approximately 70 countries around the world. Our vision is of a world where everyone has a decent place to live. We work toward our vision by building strength, stability and self-reliance in partnership with people and families in need of a decent and affordable home. Through financial support, volunteering or adding a voice to support affordable housing, everyone can help families build better lives for themselves. Through shelter, we empower. www.habitat.org

JOB TITLE: Associate Director – Corporate Engagement (EMEA)

REPORTS TO: Director – Resource Development for Europe, Middle East & Africa

SALARY: Competitive salary and benefits package in the not-for-profit market! (Relocation assistance available for eligible candidates moving to Bratislava.)

LOCATION OPTIONS: London, UK, or Bratislava, Slovakia

TRAVEL: Up to 30-40% travel (heavy focus on Western Europe)

Working under the tutelage of a highly successful Director, this role is fully focused on fundraising, in other words sales and external contacts.

As the Associate Director – Corporate Engagement, you'll continue to develop Habitat's robust and successful regional corporate fundraising work. Working to ensure that Habitat's funding needs are met to support its worldwide mission, you'll work with corporations and corporate foundations across dozens of countries, cultures and multiple languages in Europe, Middle East and Africa, including some places where Habitat does not have a presence and almost zero brand recognition. We're seeking someone who doesn't back down from a challenge, and instead sees this as an opportunity to educate and engage even more people in Habitat's work!

Aside from being a demonstrated successful fundraiser in the region who cares deeply about humanitarian and development causes, our ideal candidate is highly polished and personable and will confidently represent Habitat for Humanity in corporate environments, promoting and maintaining Habitat's brand and mission. You are highly motivated by targets and goals, and will work

enthusiastically to achieve direct annual revenue of approximately \$20M primarily focusing on acquisitions, with up to 20% unrestricted revenue and a high ROI.

KEY AREAS OF RESPONSIBILITY:

STRATEGY & PLANNING:

- *Further develop the corporate fundraising strategy and annual operation plans, providing appropriate fundraising targets and forecasts with a high ROI and profitable financial unit
- *Develop and lead the implementation of strategies to grow Habitat's EMEA corporate fundraising in more than 15 countries across Europe, Middle East and Africa where Habitat has no presence or fundraising office, such as Austria, Belgium, Denmark, France, Sweden, Switzerland etc.
- *Maintain and develop a wide awareness of current legislation and trends relating to fundraising practice
- *Develop, submit and monitor annual corporate fundraising budget

DONOR ACQUISITIONS:

- *Through new acquisitions, achieve annual target of approximately \$5,000,000 with a target of 20% going towards direct mission support and unrestricted funds to support Habitat's global work
- *Increase the number of multinational corporate partnerships in Habitat EMEA's portfolio, ensuring a strategic approach by developing tailored fundraising and development plans, aiming to maximize the value and duration of support
- *Meet annual targets for the number of face to face meetings, significant meetings, asks and partnerships
- *Oversee EMEA corporate cultivation events (e.g., corporate Global Village teams), managing more complex events where necessary
- *On an as-needed basis, work with the federated Habitat for Humanity national organizations in EMEA in order to help expand national relationships to multi-country and/or global levels
- *Attend and present at events such as trade fairs and sector conferences
- *Review and in some cases prepare research profiles, cold emails, presentations and all the necessary documentation to successfully acquire new corporate partners
- *Review, finalise and in some cases prepare fundraising proposals to generate new partnerships and negotiate with new and existing partners
- *Review and negotiate contracts

CORPORATE PARTNER AND DONOR RELATIONSHIPS:

- *Steward existing portfolio of multinational, multi-year partnerships (currently around 10 partnerships, valued at approximately \$30M) to ensure maximum renewal of corporate partners, and, where possible, increase financial commitment
- *Develop a strategic approach to renewing partners to build strong donor relationships bearing in mind some are classic corporates and some are sophisticated corporate foundations
- *Responsible for ensuring all donor care, maintaining and nurturing all multi-year, multi-country partnerships, including reports, Global Village trips, press releases and other PR activities, donor visits and ad hoc requests from corporate partners
- *Visit Habitat's programs around the world with key donors to demonstrate program development and for donor events
- *Establish and update systems for communication with all prospective and existing donors
- *Ensure corporate partners' PR and marketing needs are met as per agreement with them

INFORMATION MANAGEMENT:

- *Ensure appropriate and timely reporting to all corporate donors
- *Ensure CRM system is up-to-date

REQUIREMENTS:

- *Bachelor's degree
- *7+ years of experience, including a combination of fundraising and/or sales across Western Europe or with , including having asked for and closed a deal of at least 1 million Euros
- *Proven success in sales or fundraising from variety of sources, specifically corporations and sophisticated corporate foundations
- *Experience with Corporate Social Responsibility and corporate foundations
- *Knowledge of housing development, international development and poverty issues
- *Fluent in English
- *Strong organizational and analytical skills
- *Excellent written, verbal and interpersonal skills with exceptional negotiation skills
- *Proficiency in MS Office Suite, including email, word processing, database and spreadsheets, PowerPoint
- *Ability to work in cross-cultural settings
- *Travel up to 30-40% (heavy focus on Western Europe)
- *Willingness to communicate and affirm the Christian roots and principles of HFHI

PREFERRED:

- *Clear understanding and knowledge of financial and budgetary systems
- *Fluency in additional European languages, especially French or German
- *Understanding of the Europe, Middle East and Africa region and cultural environment
- *Experience using CRM systems to manage donor and/or client data

LOCATION OPTIONS:**1: London, United Kingdom.**

We are open to considering London, UK as a location for this position. Candidates are not eligible for relocation to the UK. Candidates based in the UK must already have on-going permission to work there.

2. Bratislava, Slovakia.

We are also open to this position being based in Bratislava, Slovakia, which is a small, beautiful city in the heart of Europe and the location of our EMEA area office. The cost of living is low and there are some wonderful places to visit close by such as Vienna (1 hour), Budapest (1 and a half hours), Prague (2 and a half hours), the Tatra mountains (2 and a half hours), the Alps (2 hours) as well as numerous other attractions. The city itself is very easy to get around, has all the facilities you need and a lot of green open areas to relax in in the summer. The summers have Mediterranean temperatures with a lot of lakes to swim in and the beach of Croatia only 4 hours away by car. The winters are snowy with skiing and ice-skating readily available. Relocation to Bratislava would be provided to eligible candidates.

HOW TO APPLY:

To apply for the post, please email a letter of application stating the skills and approach that you would bring to the post, and your suitability for this role, along with your CV/resume (no photos) in English in strict confidence BY EMAIL ONLY to Zoe Oldham at zoeoldham@darylupsall.com

Please ensure that they are emailed as Word or PDF documents with the titles “*your name* cover letter” and “*your name* CV”. Please put “HFH Associate Director Corporate Engagement” in the email subject line and state how you found out about the job announcement.

This is a rolling process and applications will be evaluated upon receipt. For candidates that are selected for the next stage of the recruitment process we anticipate Skype interviews taking place beginning in August and in person interviews in Bratislava, Slovakia.

FINAL DEADLINE for applications: 29 July, 2018.

HFHI is an equal opportunity employer and seeks to employ and assign the best qualified personnel for all our positions in a manner that does not unlawfully discriminate against any person because of race, color, religion, gender, marital status, age, national origin, physical or mental disability, sexual orientation, veteran/reserve national guard status, or any other status or characteristic protected by law.