



We build strength, stability, self-reliance and shelter.

HABITAT FOR HUMANITY INTERNATIONAL

Job title: Leadership Giving Officer

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

Habitat for Humanity International seeks to appoint a **Leadership Giving Officer**. This position focuses on growing and expanding HFHI Europe Middle East and Africa (EMEA)'s work with High Net Worth Individuals (HNWI), Major Donors (MD), and Family Foundations (FF) in EMEA. The incumbent would work with the Area Office in Bratislava, Slovakia to create, develop, implement and manage this income stream with a view to also developing the EMEA Habitat Development Council (a group of high level and highly committed donors and influencers to help HFHI with our fundraising capacity). This is a front-facing fundraising position with revenue targets. While the Area Office is located in Bratislava, Slovakia, the incumbents working location is flexible.

Reports to: *The Director of Resource Development for EMEA.*

Salary: *Competitive salary and benefits package in the not-for-profit market.*

Location options: *London UK, Bratislava Slovakia, or other major cities in Western Europe.*

Travel: *Up to 30% International and domestic travel*

Major Responsibilities:

1. HNWI, MD and family foundations:

- Responsible for the development and implementation of this newer Leadership Giving income stream for EMEA.
- Identify, research, cultivate and solicit major gift prospects, following the donor life cycle
- Meet or exceed annual revenue goals.
- Work collaboratively with Habitat RD and program teams in EMEA, Latin & Central America and Asia Pacific, and beyond towards growing the donor pipeline and number of committed donors.
- Create a Stewardship framework specifically for committed Leadership Giving donors

2. Habitat Development Council EMEA:

Develop and start implementing a strategy for Leadership Giving fundraising efforts for the EMEA Habitat Development Council's long-term success.

Other:

- Responsible for providing all “contact report” information to the CRM and reports to the EMEA RD Director and HQ team.
- Act as spokesperson at public speaking events to include donor events, outside events, informational talks etc.
- Work independently and be self-motivated in initiating contacts with potential donors.
- Organize events, cultivation and stewardship opportunities to build new and strengthen existing relationships.

Requirements:

- University Degree in Marketing, Business Administration, International Relations, Fundraising or related field preferred.
- 3-5 years’ experience working in major gift roles, securing funds from family foundations, and/or high net worth individuals.
- Experience supporting international donors/clients; multi-national experience preferred.
- Proven track record in securing 5 and 6 figure philanthropic gifts.
- Excellent interpersonal and networking skills.
- Expert organizational and planning skills.
- Fluent written and verbal communications skills in English required; verbal and written communication skills in another European language or Arabic is an asset.
- Results-driven.

HOW TO APPLY:

- Submit your CV along with a letter of motivation to emeahr@habitat.org
- Kindly quote the title of the vacancy in the subject of the email.

Closing Date for Applications is 31 July 2019

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.