

Corporate Sponsorship Fundraiser - consultant UK and India

The Union:

The International Union Against Tuberculosis and Lung Disease (The Union), headquartered in Paris, France since 1920, has regional and country offices in Africa, Asia Pacific, Europe, Latin America, North America and South-East Asia. The Union provides expertise in project implementation and management, epidemiology and surveillance, and other core public health capacities on a variety of global health challenges. For more information about The Union please visit www.theunion.org.

In close collaboration with the Business Development Lead, the Corporate Sponsorship Fundraiser shall assist in identifying and developing new business opportunities and securing funding and major gifts to support for The Union's activities in anti-tuberculosis, lung health and non-communicable disease programmes as well as other public health issues.

Deliverables:

- Diversify the sources of funding and to secure new business by developing relationships with existing and potential donors, with a particular focus on corporations.
- Reach out to organisations directly and cultivate/build relationships with them to broaden the Union's business with existing funders and partners.
- Develop relationships with businesses, governmental bodies, institutions and local community groups, high net individuals and trusts to secure new funding.
- Identify and work with local organisations, local volunteers and committees, and assist develop ideas and inspire them to fundraise for The Union.
- Track and follow up submissions, proposals, relationships with prospects and donors to maximize our success in converting submissions to funded projects.
- Develop, deploy, expand use, and maintenance of The Union's Salesforce database by keeping accounts, contact and current opportunities.
- Assist in fundraising efforts for the annual World Conference and the Centennial dinner/campaign, as well as any other Union national fundraising events

Qualifications Required:

- The postholder should have a significant track record in fundraising or client relationship management. S/he will have demonstrable success in managing a high value and diverse portfolio of clients / donors including complex relationships.
- Demonstrated commitment to fundraising in the health sector.
- Excellent communication skills in English with a highly persuasive and creative writing style and the confidence to build relationships with donors.

- Experience of partnership working and effective event planning and delivery.
- Strong background in new business development
- Previous experience managing budgets and reporting
- Travel as required.

How to Apply:

Applicants interested in the vacancy, should send to hr@theunion.org their CV and cover letter.
Please indicate in the subject line of the email: 'CSF'

Application deadline: open until filled.