

## Head of Fundraising

- **Location:** BVRio's office is in Oxford, and we expect you to work from Oxford 2-3 days a week, as needed (when Covid restrictions are lifted)
- **Remuneration:** £35,000 – 45,000 p.a., depending on experience
- **Application deadline:** 20 November

### Who we are

Founded in Brazil in 2011, BVRio is a global non-profit organisation with a mission to develop market mechanisms to facilitate compliance with environmental laws. With a strong entrepreneurial DNA, our partners include some of the biggest government, civil society and corporate organisations in the world.

2021 is a critical milestone for BVRio. We had a number of important launches during 2019 and 2020, including the 3R Initiative and Circular Action Hub, as well as announcements of top international partnerships, with some still in the pipeline. We are celebrating our 10<sup>th</sup> anniversary next year ready to showcase our impact and tell our story, which is more relevant and resonant than ever before.

### The role

The **Head of Fundraising**, is a new, senior role within the organisation. We're looking for an experienced fundraiser, with demonstrable success in setting and implementing a fundraising strategy and raising both unrestricted and project-specific income from corporations, trusts, grants and foundations. You'll have experience in building a portfolio of, and developing, excellent relationships with funders. You will have exemplary written skills to develop persuasive cases of support for applications and impact reports.

This job is for a motivated, self-starter. An understanding of and interest in the green economy and broader sustainability sectors would be an advantage.

### Responsibilities

- Working collaboratively with the Managing Director and other members of our team, **research, identify and develop funding opportunities** that contribute to our strategic objectives
- Research and develop **new income generation opportunities**, producing an **achievable** pipeline of prospects
- Lead on new applications, writing clear and engaging copy of a high standard
- **Develop and manage a portfolio of funders**, securing income of £1 million per year – where possible secure **multi-year funding**
- Develop strong relationships with funders
- Produce monthly reports to inform Senior Management of fundraising activity
- Build good working relationships with colleagues across the organisation

## To apply

Please send your CV, a cover letter (1-3 pages) outlining your experience, and confirmation that you are eligible to work in the UK to [cv@bvrrio.org](mailto:cv@bvrrio.org).

Please note that early applications are advised, as we are seeking to appoint ASAP. Interviews will be conducted on an ongoing basis and so we may close the vacancy sooner if a suitable candidate is found.

BVRio is an equal opportunity employer.