

Job Announcement



MISSION WITHOUT BORDERS

International Fundraising Director (Major Donor Focus)

The deadline for applications is Sunday 1st December 2024.

Location:	Preferred locations are Norway, Netherlands, Germany, Denmark and UK.
Location type:	Remote, proportion of office/-based work to be determined
Reporting to:	CEO International
Annual starting salary:	£80,000 GBP; €90,000 EUR; or equivalent in other currencies. Geographic differential will be applied based on location. Candidates must have the right to work in the country from which they are applying.
Contract type:	Permanent, full-time, 35 hours per week (subject to local regulations).
Candidate level:	Senior Executive

Background

[Mission Without Borders](#) is an international network of Christians who journey with the poor and marginalized, bringing practical and spiritual support with the hope of a better future, enabling and encouraging people to lift themselves out of poverty, and always sharing the hope that is found in Jesus Christ. We serve people without regard to their religion or ethnic background.

Mission Without Borders International leads and coordinates the work of six countries in Eastern Europe (Albania, Bosnia-Herzegovina, Bulgaria, Moldova, Romania, Ukraine) where we conduct our program work and twelve countries where we raise support for these programs and associated Mission Without Borders International (MWBI) costs. For more information about Mission Without Borders International, please see our [Annual Review](#).

Purpose of role

The International Board are seeking a senior International Fundraising Director with significant experience in major donor fundraising who will help drive the organisation's fundraising strategy by strengthening and diversifying its fundraising sources. The Mission requires an experienced leader with a proven track record in international fundraising who will inspire our teams to differentiate and grow income as the organisation enters a new phase of strategic growth. The International Fundraising Director – with this focus on Major Donors - will provide leadership, oversight and guidance to the Mission's national country fundraising directors - working with the International Director of Communication and Individual Fundraising and the wider fundraising team. They will work with major international donors and engage with field countries on targeted local fundraising and impact reporting.

As a strong communicator and strategic thinker with significant practical and direct fundraising experience, this Director will serve as a key member of the International Executive Team and report to the CEO and indirectly, the Mission Without Borders (MWB) International Board. They will have significant practical experience working with major donors, trusts and foundations, institutional and corporate fundraising.

Primary responsibilities

Donor development and outreach

- To provide strategic direction, leadership and drive for fundraising in all new development areas across the Mission. They will have direct responsibility for raising funds at the international level, leading cross organizational initiatives with a specific focus on major donors, trusts, and foundations - as this is currently an underdeveloped source of income for the Mission.
- Create coherent strategic plans for driving income growth, diversifying income sources and improving donor engagement, with a focus on major donors.
- Develop and implement fundraising policies and procedures, particularly around major donors to ensure local and international consistency and compliance.
- Drive a relational fundraising culture by implementing systems and reporting to deliver effective supporter journeys with a focus on major donors.
- Lead in understanding of fundraising trends and working with wider fundraising team and national directors to improve agility in response to these trends.

- Understand and engage in program delivery needs and impact to ensure that donor and beneficiary journeys are linked and opportunities for major donor fundraising are deliverable.
- Utilize digital resources to drive engagement, reporting and strategy delivery.
- Be an active speaker at fundraising community events, conferences, and donor events.

Communications and marketing in major donors work and other areas within responsibility

- Drive the Mission's communications and marketing strategy to achieve strategic objectives in major donors and in other areas within responsibility to include oversight of Mission websites to ensure accessible content, consistency in fundamentals across fundraising countries, strong user experience and improved digital engagement and giving for major donor initiatives.

Budgeting and reporting

- Have oversight of the annual and rolling five-year budgets for areas under responsibility to ensure local and international fundraising achieve overall strategic goals for income and related expenditure.
- Work closely with the CFO and CEO, Director of Individual Fundraising, and other senior executive personnel to drive annual planning and budgeting process.
- Drive consistency in restricted and unrestricted giving reporting.

Leadership and management

- Work with the International Executive team to drive Mission's International Strategy.
- Collaborate and coach National Fundraising directors.
- Nurture team members in excellence in operational tasks as well as personal development, ensuring an engaged and fulfilled team.
- Participate in Mission events, training, and conferences to engage and inspire peers to drive strategic goals and ensure best practice.
- Network in the fundraising community.

Experience and Skills

- Relevant degree or equivalent in experience.
- Strong management and leadership skills, with a servant heart.
- Senior level experience as part of an international leadership team and managing international teams in complex environments.
- Proven experience working with major donors (£20,000+), trusts, foundations, institutional donors and corporates.
- Development and implementation of strategic and operational plans for fundraising, marketing and communications.
- Budgetary creation, management, monitoring and control.
- Brand development experience desired.
- History of work experience in an organisation with a similar ethos to MWB.

- Global knowledge of legislation, regulations and best practice in fundraising and marketing.

Personal traits desired

- Be able to share the Christian aims and ethos of MWB and agree with the MWB Mission statement with a high degree of enthusiasm.
- Willingness to lead and attend and participate, where possible, in devotions, prayer meetings and staff conferences to enhance the spiritual health of the organisation.
- Be able to work sensitively with those of different cultures and church backgrounds.
- Willing and able to travel internationally and work across time zones when required.
- Calm and adaptable with an ability to work within a flexible and busy environment.
- Collaborative team leader and committed to driving the strong internal culture.
- Commitment to Equal Opportunities and safeguarding.

To apply for the post

To apply for this role, please submit a copy of your CV/resume and a cover letter outlining your interest in the role and how you fulfil the requirements set out in the job announcement by clicking on the following link: <https://recruitcrm.io/apply/17291754876810039627LHR>

Please contact Shoshana at shoshana@darylupsall.com for any queries you may have.

The deadline for application is Sunday 1st December 2024.

Stay updated on the latest jobs by subscribing to our [Global Charity Jobs](#) weekly bulletin and if you're looking for a rewarding career in the non-profit sector [register in our database](#).

Daryl Upsall International actively promotes equality, diversity and inclusion. In recruiting candidates, we seek candidates with the proven skills required; irrespective of race, gender, religion or belief, age, disability or sexual orientation.