

Global Fundraiser role



The global Open Food Network community is recruiting a professional fundraiser to help develop our philanthropic funding revenue and strategy.

About the Open Food Network

The Open Food Network is a global community building local and regional food distribution models in 15 countries around the world. The backbone of our project is an open source software platform that supports local and regional food systems to thrive. More important than the software backbone are the local and regional communities around the world sharing knowledge and best practice to support a transition to food sovereignty in their countries and localities.

As a mission-driven organisation our funding is largely from philanthropic funders, with a small proportion from user fees and consultancy. Currently this income is achieved by regional groups who hold relationships with regional philanthropic donors. However as the global reach and potential of the network expands, we are increasingly aware that there are huge opportunities with global trusts and foundations that we are not utilising.

About the Opportunity

Over the past eight years of operation the team have raised two million USD in grant funding. With this we have achieved an unbelievable amount. COVID has seen the global reach and turnover of our platform increase significantly. To support this rapid growth we are increasing our team specialisations. As such we are seeking a professional fundraiser, well networked within tech-for-good, food sovereignty, sustainability and social change networks that can help to grow our income.

You will work with the global team to raise funds, generate income, make sure our fundraising activities meet annual targets, raise our profile and enhance our reputation in line with our values.

Key Responsibilities

- Identify, qualify and develop income opportunities from trusts and foundations, in line with our income plan, strategy and values.
- Research, develop and maintain new relationships to secure funding.
- Write tailored, inspirational high quality applications and project reports addressing grant-making priorities or requirements, as specified.
- Liaise closely with the global team to plan and develop the strongest possible proposals and build relationships.
- Evaluate the effectiveness of each application and make sure we embed a continuous improvement cycle into all fundraising activities.
- Evaluate, monitor and report back to donors in a timely fashion on projects which have been funded.

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Location - Ideally, the role will be based where we already have team members who work on the product. This means somewhere within or close to the North American, European or Australian time zones. We all work remotely, but we would like the possibility of occasional co-working (in a post-Covid world), and it can get difficult to coordinate team catch ups when too many time zones need to be catered for.

Contact hours - This is a part time role, we're anticipating 0.3FTE (1.5 days a week). We currently have funding for 6 months and continuation will be dependent on success. We are open to discussion with the right candidate.

We're a super flexible workplace, other than time zone accommodation there's no set expected contact hours. You define when you work, and fit in sessions with others when convenient for all involved.

Package - We have a transparent salary policy, where the team working on the product are paid equally based on their level of experience and their geographical location. The current version of the salary table is in the OFN contributor handbook, and is usually organised as a freelance contract where individuals invoice for the hours done.

About you

We are looking for someone who is values-driven, empathetic, proactive, and imaginative. You should be the kind of person that takes initiatives and gets shit done.

You have demonstrable relationships with trusts and foundations that align with OFN mission and values. You have a proven record of securing six-figure donations from trusts and foundations. You have excellent written and verbal communication skills and interpersonal skills. You are able to combine seeing the big picture with an eye for detail.

And most importantly, you deeply believe in our mission of building better global food systems by empowering community food enterprises.

Interested?

Great! You need to [fill in this form](#) telling us a little about yourself and why you're applying for the role. And if you have any questions, [join our Slack workspace](#) and come say hello in the #join-ofn channel. We'll be available to answer any questions you have in there. 😊

We will be taking rolling applications for this post so please apply as soon as possible as we will progress applications as they come in. If you're keen, fill in the simple form above now!