Fundraising Manager

Reports to: Chief Commercial Officer
Location: Remote work from anywhere, ideally according to CET time
Languages Required: French (fluent) and English (fluent)
Position type: Full-time with flexible conditions
Salary range: Based on profile and experience
Application Deadline: 12th-July-2023 (Midnight CET)

Overview
We’re building an entrepreneurial, global and purposeful team to lead and grow our work in sport and social business for years to come. We have a responsibility to amplify the social business movement; and a commitment to using our network, skills and resources to help people most in need. Our ability to build new partnerships, secure new income and grow our work is crucial to these ambitions.

We are therefore seeking a talented and experienced Fundraising Manager to join our expanding business development and marketing team.

About Yunus Sports Hub

Founded by 2006 Nobel Prize Laureate and 2020 Olympic Laurel awardee Professor Yunus, we harness the power of social business and sport to end poverty, unemployment and the climate crisis.

We draw on the unique expertise and reach of the global Yunus ecosystem and social business movement, which gathers 5000+ experts and organisations in 150+ countries and has been built over the past 50 years. This global network allows us to design and pilot global strategies and solutions, while implementing and adapting them locally, using local experience and expertise.

We work with thousands of young people, athletes, business leaders and organisations in sport to help them realise their social business potential.

Role summary

The Fundraising Manager will work closely with our business development, marketing and programme teams to proactively identify and build new partnerships for Yunus Sports Hub and our partner NGO, Yunus France. This will include developing propositions for associations and federations in sport, corporate sponsors, universities, and institutional grant-makers.

Key responsibilities will include:

- Research on prospective sport, corporate, university and institutional partners
- Outreach to prospective partners and joining meetings with prospective partners
- Co-completion of proposals and presentations for prospective partners, including writing, gathering research, and developing supporting materials
- Maintaining relationships with current partners and ensuring YSH obligations are fulfilled
● Using digital tools to monitor and track performance of YSH fundraising activity to inform future strategy

Experience and Skills

● Fluency in French and English is required
● Experience of securing grants ($10,000 or more) from institutional donors is required
● Entrepreneurial spirit and a proactive mindset
● Interest in sport and social business
● Commitment to quality and consistency
● Project management and time-management skills
● Good understanding of the international sport landscape is desirable
● Ability to use digital tools similar to or including Hubspot, Canva, Outfunnel and Airtable

Our team is global and fully remote. Team-members work closely with each other but need the commitment and discipline to work effectively independently.

To apply for this position, fill out the YSH Application Form