

terre des hommes

detiene la explotación infantil



Terre des Hommes Netherlands is committed to prevent child exploitation, remove children from exploitative situations and ensure these children can develop themselves in a safe environment. We aim to improve the quality of life of vulnerable children in difficult circumstances all over the world, regardless of race, faith and/or political orientation. We promote to have their rights as laid down in the UN Convention of the Rights of the Child protected and assured.

Terre des Hommes Netherlands in South America runs the Stop Child Exploitation programme in Peru, Bolivia and Brazil

We are looking for a

Regional Funding Officer

Duty station: Lima, Peru

Starting date: immediately, for 1 year, with possibility for extension

Fulltime: 40 hours/week

Objective of the position

To identify and mobilise new sources of income (institutional, foundations, corporations, major gifts & events) in order to increase external funding for the South America Stop Child Exploitation programme, by applying a strong entrepreneurial approach. This includes spotting funding opportunities, targeted donor relation building and engaging in joint fundraising initiatives with other partners in South America. Working together with the country teams, establish and maintain an effective grants management system to ensure quality programming, reporting and donor compliance.

The Regional Funding Officer reports directly to the Country manager Peru.

Main tasks

Identify funding opportunities/fundraising

- To conduct donor mapping and develop overall fundraising targets for each sector (institutional, corporate, private foundation, individual) in each country aligned to the overall strategic direction of the organisation.
- To identify opportunities for fundraising by expanding our network
- Represent and promote Terre des Hommes with enthusiasm and professionalism,
- building and strengthening relationships with key funders and prospects.
- To inform and advise the country team on new acquisition opportunities (donors, budget lines, Calls for Proposals), and to advise on how to follow-up on these opportunities;
- Liaise with Tender Desk at head office on institutional funding opportunities and monitor the performance of the country offices on institutional funding.

Proposal writing and pitches

- Coordinate the development of proposals and concept notes by developing bid-plans, timelines and coordinating inputs from relevant programme, finance, technical, country, and head office staff;
- To analyse concept notes and proposals on consistency, completeness, presentation, relevance to the donor and on the correct compliance with the donor's demands and are of a high standard;

- Develop content for corporate proposal writing and pitches.

Other

- Ensure that all received funding is appropriately administered and implemented in compliance with relevant donor regulations and Terre des Hommes policy and procedures;
- Coordinate and produce reporting to external donors and respond to requests for information from donors, Terre des Hommes Head Office and other relevant stakeholders
- Develop a training programme for the country offices including relationship management, pitching skills and prospect research
- Keep up to date on trends in all forms of corporate engagement with not for profits (CSR, CRM, philanthropic donations, in-kind giving, employee giving/volunteering etc.) and trends of committed giving (telecalling, face to face and digital)
- Coordinate third party agencies (telemarketing, face to face, database management, consultants)

You

- Are an enthusiastic and natural networker with strong communication skills and ability to think creatively and strategically
- Have a university degree in business/marketing, social sciences or a related discipline
- Have at least 5 years relevant work experience in international development, preferably with a NGO;
- Have experience identifying funding opportunities and preparing high quality proposals, with an excellent track record of successfully raising and managing funds from institutional donor organisations or corporate/private donors;
- Have experience building and maintaining effective relationships with donors and sound knowledge of major donor requirements. Bringing a network of donor agencies is an asset;
- Have attention to detail, ability to manage multiple tasks under stressful conditions and proven ability to meet deadlines;
- Verbal and written fluency in English and Spanish;
- Have a willingness to be based in Peru and travel regularly;
- Experience working in South America is an advantage

We offer

A local competitive, fair and comprehensive pay and benefits package that is justifiable to our donors.

More information and application procedure

Send your application in writing, including a motivation letter and CV in English to Chantal Thielen, c.thielen@tdh.nl clearly demonstrating how you meet the qualifications for this position **before February 20th**. References are required and will be verified.

Terre des Hommes Netherlands' recruitment and selection procedures reflect our engagement in the aid and protection of children. All new employees are required to acquaint themselves with our Child Safeguarding Policy, sign the code of conduct upon their engagement and undergo a check criminal record.

ESTE BOLETÍN SE PRODUCE POR ENCARGO DE TERRE DES HOMMES NETHERLANDS

REDESMA es una iniciativa de CEBEM, la emisión de un boletín EXTRA es un servicio que REDESMA ofrece y que solamente se encarga de difundir la información que nos hacen llegar nuestros ocasionales clientes, REDESMA ofrece este servicio a todo público que esté interesado en difundir algo específico y en extenso, para mayor información: redesma@cebem.org

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Coordinación: Lic. José Blanes