



**FULLTIME & PERMANENT POSITION**

Please send CV & Cover letter to: [alan@awscharityjobs.com](mailto:alan@awscharityjobs.com) or to discuss further, contact Alan Surgeon at AWS Charity Jobs on 07795 954029.

<b>Job Title</b>	<b>Senior Manager, Funder Relations &amp; Development</b> <b>Fulltime &amp; permanent role</b>
<b>Location:</b>	Ideally GALVmedoffice in Edinburgh or Nairobi
<b>Salary Range:</b>	£47,000 to £53,000 (dependent on experience)
<b>Reporting Line:</b>	Senior Director, Funder Relations & Development
<b>Main Purpose and Scope of the Job</b>	
<p>Implementing GALVmed’s 2030 strategy will entail building a significant pipeline of new R&amp;D projects and Commercial Development initiatives which will be funded by both new and existing funders. This new role will be at the heart of this drive and will undertake a broad range of activities related to developing new initiatives and attracting the necessary funding. The incumbent will work alongside the Director of Funder Relations and Development and will be required to engage widely with fellow GALVmed colleagues and external partners, stakeholders and subject matter experts.</p>	
<b>Key Activities</b>	
<p><b>Developing New Project Proposals for Funding Consideration:</b></p> <p>This input spans the full range of project development activities. It starts with the early kernel of an idea for a new project and then progressively and iteratively refines this through a number of stages to the point where a full funding proposal, which makes the persuasive case for a well-designed and fully costed project, is formally submitted to the prospective funder. At any given time, a number of potential new projects will be in varying stages of development and, in supporting this pipeline, the incumbent will:</p> <ul style="list-style-type: none"> <li>• Work with colleagues and external partners in supporting the development of new projects &amp; initiatives.</li> <li>• Draft related documentation such as donor discussion documents, concept notes and full funding proposals in support of these new projects.</li> </ul> <p><b>Developing New Funding Sources for GALVmed:</b></p> <p>GALVmed currently has two principal funders (BMGF and FCDO) who fund approximately 90% of our work. GALVmed is currently looking to diversify this funding base and bring additional funding institutions on-stream. The incumbent will play a key role in this diversification drive by:</p> <ul style="list-style-type: none"> <li>• Helping landscape the prospective donor community and identifying a short-list of potential new funders.</li> <li>• Approaching short-listed organisations and building relations to the point where funding proposals may be submitted for their consideration.</li> </ul> <p><b>Funder Reporting:</b></p> <p>A key part of maintaining solid and productive relationships with funders is to deliver a high level of service in terms of reports and information for the funders. This relates to both regular, scheduled progress reports and ad-hoc requests for information. The incumbent will play an active role in both facilitating the reporting process within the organisation and directly drafting content and material for the reports.</p>	

### **Qualifications and Experienced Required**

A wide range of professional and degree level educational backgrounds may be relevant for the role. The following are indicative of some of the requirements that will be considered to be advantageous:

- A strong professional career to date with significant experience of working with international development and / or academic projects and initiatives.
- Extensive experience of engaging with funders active in international development / academia and securing significant levels of grant funding.
- Successful track record of developing and implementing fundraising strategies in the not for profit sector.
- Good evidence of drafting and compiling high quality funding proposals and donor reports.
- Experience of working in the agricultural & livestock sector and /or experience of working in the life sciences / animal health industry.
- Experience of working in diverse and multi-cultural project teams.

Success in this challenging role will require the following general criteria and abilities:

- The ability to rapidly get to grips with a wide range of specialist topics.
- Adaptability, perseverance and creativity; developing new projects can be an ambiguous undertaking, particularly in the early stages, when objectives and methodologies are still being developed and where the proposed project could conceivably take a number of different avenues.
- A personable disposition enabling positive working relationships to be established quickly and a good network of contacts to be accumulated.
- Excellent communication skills.
- Strong analytical skills coupled with good levels of common sense and sound judgement.
- Good levels of organisation with the ability to work autonomously and manage tight deadlines.
- Excellent negotiation skills adaptable to all levels
- Periodic international travel required