



backing local change.

POSITION DESCRIPTION

Head of Philanthropy

POSITION TYPE

Part Time 0.6FTE (2 year contract)

REPORT TO

Chief Executive Officer

DIRECT REPORTS

Partnerships Manager

LOCATION

Melbourne (flexible)

The Head of Philanthropy will be part of ygap's fundraising unit, working closely with the Executive team to grow ygap's ability to achieve a more equitable and sustainable world through inclusive entrepreneurship.

This role combines strategy and operations to enable the growth of ygap's philanthropy portfolio more broadly to achieve the organisation's fundraising goals as aligned with its overall objectives supported by the Partnerships Manager. As the Head of Philanthropy, you will be experienced in your field and bring this expertise to create and strengthen relationships with partners who are inspired by ygap's innovative approach and wanting to collaborate in order to generate deep, sustainable impact through inclusive entrepreneurship.

ABOUT YGAP

ygap is an international organisation that supports early-stage social impact ventures with locally-led solutions to local problems.

We believe in the power of entrepreneurship as an effective way to make sustainable and equitable change in the world.

We find, accelerate and support the growth of impact ventures led by local entrepreneurs who deeply understand the unique challenges of their communities and are best placed to develop solutions, and we create enabling environments for ventures to succeed in the ecosystems in which they operate.

We currently support ventures across Africa, South Asia, the Pacific Islands and Australia. ygap has offices and local teams that lead our programs in each area that we work. To date, our work has positively impacted the lives of over a million people.

OUR RECRUITMENT GUIDING PRINCIPLES

We have three guiding principles by which we approach our hiring process:

1. We embrace flexible work arrangements, built on trust and respect
2. We encourage applicants from all cultures, ethnicities and backgrounds.
3. We have a strong focus on diversity, inclusion, gender equity and gender equality across all our operations.

DIVERSITY STATEMENT

At ygap, we welcome all people to be unapologetically themselves. We are not the same and that is our greatest strength. It is the collective sum of our individual differences, beliefs, experiences, self-expression and talent that enables us to live out our purpose which is to back local change. To back local change well, we need a community that is a representative of the people we serve; the people of the world.

ygap is committed to cultivating and preserving a culture of equity, diversity and inclusion across the organisation and all of our operations.

OUR VALUES

Humility

Our work is driven and informed by the people we serve

Conviction

We deeply believe in our model and back the ventures that come through our programs

Integrity

We apply our values in every aspect of what we do, earning the trust of those we work with

Effectiveness

We continuously critique our work and improve to ensure long lasting impact

Innovation

We're willing to challenge the status quo and embrace innovation in our operations and in the ventures we support

RESPONSIBILITIES AND DELIVERABLES

Key Responsibilities

- Contribute to ygap's position as a trusted partner of choice with a clear and compelling value proposition across key identified segments;
- Identify and submit strategically-aligned grant opportunities across prioritised segments positioned for success;
- Support the development of partnering capabilities across ygap's operations more broadly including our international teams where necessary.

KPI's and Outcomes

- Delivery against ygap's philanthropy strategic objectives;
- Delivery against fundraising KPIs (e.g. major commitments secured, lead generation, forecastable income, retention rate).

KEY SELECTION CRITERIA

Essential

- Minimum three years of senior fundraising experience;
- Demonstrated success in acquiring and stewarding partnerships with specific segments including high net worth individuals, family offices, corporate partners, trusts and foundations;
- Strong track record in major donor fundraising and grant applications;
- Have established relationships and network in the Australian philanthropic, social impact and/or international development sector;
- Experience developing and implementing strategic fundraising / business development plans;

- Excellent written and verbal communication skills;
- Excellent ability to develop trust and manage relationships with multiple diverse stakeholders internal to ygap as well as externally;
- High emotional intelligence and accountability.

Desirable

- Understanding and experience in acquiring and managing contracts with institutional donors.

TIME COMMITMENT & TRAVEL

There may be periodic meetings and events outside of 'traditional' business hours due to the time zone difference of partners and the global team. There may also be some travel required intermittently throughout the year for periods of up to two weeks.

The Head of Philanthropy will be a part-time role ideally based in Melbourne, Australia, however ygap is open to and supports flexible working arrangements

APPLICATION PROCESS

Please submit a cover letter addressing "Key Selection Criteria" together with a current CV to christie.raymond@ygap.com.au.

Please include in the subject line of the email "Head of Philanthropy - Application"

Applications close: midnight on 14th May 2020

Applications will be processed and candidates interviewed as applications are received and we encourage you to apply early.