DEVELOPMENT MANAGER

LOCATION: New York or other location in the United States

ABOUT MORE IN COMMON

More in Common is a new international initiative, set up in 2017 to build communities and societies that are stronger, more united and more resilient to the increasing threats of polarisation and social division.

Our approach is to:

• Develop and deploy positive narratives that tell a new story of ‘us’, celebrating what we all have in common rather than what divides us.

• Connect people on a large scale and across lines of difference, through events and campaigns.

We are currently running pilot projects in both these areas of work. While we are only getting started, we have already set up national hubs in the UK, US, France and Germany and have published early findings from our first stages of work.

WHO WE WANT ON OUR TEAM

Although we are only at the beginning of our journey as an organisation, we know one thing for certain: our team will be our greatest asset.

Here are some of the things we look for in all members of our team:

• A drive to make a positive contribution to society
• An appetite for learning and for a ‘test and learn’ approach
• Demonstrable empathy and great listening skills
• Superb collaborator
• An agile and entrepreneurial mind-set
• Self-reliant, capable of taking the initiative and working autonomously
• The capacity to embrace complexity and find a way through it
• Flexible, adaptable and comfortable working in high paced environments
• Highly organised with strong planning and problem-solving skills
• Able to set priorities, meet goals and evaluate the process and results
• Resilient and calm under pressure
• An ability to develop positive working relationships with people both internally and externally at all levels
• A belief in the immense power of a sense of humour
The task ahead of us is daunting, but we believe that we have a better chance at success if our team reflects a broad range of social and cultural backgrounds, beliefs, political persuasions and life experiences. For this reason, we strongly encourage people of colour, people from religious or ethnic minorities, LGBTQ individuals and candidates with disabilities to apply to join our team.

ABOUT THE ROLE

More in Common is looking for a Development Manager who wishes to use his/her skills in fundraising to advance our mission.

The Development Manager will be building on the momentum of More in Common’s successful first year of fundraising. S/he will report to the CEO/COO and will be responsible for implementing our global fundraising strategy focusing on five main goals:

1. Crafting and implementing a 3-year fundraising strategy aimed at doubling More in Common’s global budget through institutional donor giving.
2. Managing the daily activities of More in Common’s development programs, working with our senior leadership on donor recruitment, cultivation, activation, and meeting fundraising objectives.
3. Assisting in the development of goals and strategies for all fundraising campaigns, including exploring diversification of funding sources (e.g. corporate or events-based fundraising, contract-delivery mechanisms, etc.) to reduce risk.
4. Developing and maintaining a prospect portfolio to optimize fundraising opportunities.
5. Ensuring that donor grant requirements are adhered to and writing/submitting grant reports on time.

QUALIFICATIONS AND EXPERIENCE

As indicated above, we look for great people before we look for qualifications and experience. However, the following will be an asset for this role

- Demonstrated success in institutional donor giving and external relationship management
- Outstanding verbal and written communication skills, including writing/reviewing grant proposals and grant reports
- Proficiency in use of Salesforce or similar CRM software
- Experience of working across several countries and cultures
- Experience with innovative fundraising strategy and tactics
- Comfortable working collaboratively with a wide range of campaign partners from inception through to delivery and then evaluation
- Knowledge of German and/or French.

COMPENSATION

- Competitive salary plus health benefits and retirement plan
- Requests for flexible working considered

APPLICATION PROCEDURE
Applications should be submitted in English and include a cover letter (max 1 page) and CV. Please send applications by email to jobs@moreincommon.com before 5 pm (EST) on June 15, 2018 and use ‘Development Manager’ in the email subject line.

Please note that only candidates selected for further consideration will be contacted. No phone calls and no agencies.

As outlined above, More in Common strongly encourages candidates of all backgrounds to apply for this position. Applicants must be eligible to work in the USA without work permit sponsorship from More in Common.