**Seeking: Passionate Changemaker to join a dynamic global team!**

**Position**: Fundraising Manager, Europe

**Location:** Schweinfurt, Germany

**Reporting to:** Fundraising Director World Bicycle Relief Europe

**Salary:** Competitive

**Organizational Overview**

World Bicycle Relief (WBR) mobilizes people through the Power of Bicycles. We envision a world where distance is no longer a barrier to education, health services, and economic opportunity. Our robust Buffalo Bicycles are a cost-effective and reliable means of overcoming the challenges posed by long distances and systemic mobility challenges in developing countries. We are a mission-driven, global not-for-profit that manages a highly-refined bicycle supply chain from design through final distribution. WBR employs an ecosystem approach, with the end-user and community at the center of everything we do. This ensures that our activities are *evidence-driven*, and *sustainable*. We work collaboratively with field partners to design, test, and implement large-scale bicycle mobility programs. To-date we have distributed over 500,000 bicycles. Key results from include a 28% reduction in student absenteeism, 23% increase in farmer income and 45% increase in patient visits by healthcare workers.

Funding for these activities comes from individuals, foundations, corporations, and bilateral and multilateral donors. WBR has an innovative corporate structure with a wholly-owned for-profit subsidiary social enterprise that sells our Buffalo Bicycles to individuals, non-profits, private sector entities, and bilateral and multilateral institutions. This structure enables us to scale our impact, diversify our funding and magnify the impact of donations; reduces per unit costs through economies of scale; places the end-user at the heart of our efforts; and, because we operate within the rigors of the market, works in harmony with local economies.

WBR is a registered not-for profit in the USA (501c3), Canada, UK, Germany, Switzerland and Australia. We have supported programs in 20 developing countries, and have country offices, staff, and assembly facilities in Kenya, Malawi, Zambia, and Zimbabwe.

**Job Description Fundraising Manager**World Bicycle Relief seeks to appoint a Fundraising Managerto develop and drive forward an ambitious Strategic Plan for the charity and to work closely with the Global World Bicycle Relief team (primarily coordinating daily activities with the European constituents) to strategically build fundraising results and create a community of supporters in Germany.

**Reporting**
This position reports to the WBR Europe Director (based in Germany). Functional reporting will happen through Fundraising Director, who will support you with onboarding and ongoing questions and challenges.

**Fundraising**

To generate new fundraising streams you will need to maintain existing and win new audiences across individual giving, peer-to-peer, corporate and other partnerships.

**High level expectations:**

* Schweinfurt (Germany) based but available and willing to travel up to 30% of the time. Weekday and weekend travel required.
* National Role within Global NFP
* Focused on Raising Funds and Awareness

**Responsibilities:**

·      Cultivate a community of peer-to-peer fundraisers and professional networks for WBR.

·       Cultivate a community of fundraising events for WBR

·       Develop a program for grassroots and recurring donor fundraising.

·       Donor data maintenance in our CRM system (eg Salesforce)

·       Support global online marketing campaigns, customize as appropriate for marketplace in Germany to generate a vibrant base of mass market/individual donors.

·      Develop a program for mid-level donor fundraising through establishing and developing high level relationships and networks.

**Key Attributes:**

* An established track record of sales and/or fundraising results.
* Experience in relationship building and ambassadorial skills.
* Ability to work closely as part of a small, integrated global team.
* Skilled in working with budgets, routine in using Excel and knowledge of donor database management systems.
* Polished oral, written, telephone, and e-mail communication skills; ability to interact with a variety of constituencies, donors and staff
* Excellent at researching and devising strategies and opportunistically taking advantage of donation possibilities.
* Deep commitment to the cause of World Bicycle Relief is essential.
* This role will be based in World Bicycle Relief office in Schweinfurt/German but is expected to travel within Germany and internationally as needed.

**Other**

Occasionally you will have to take on specific tasks outside of fundraising.

**To Apply**

Please send cover letter and CV to de@worldbicyclerelief.org