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

**Position**: Institutional Markets Lead, Europe

**Location:** Flexible: United Kingdom, Germany or Switzerland

**Reporting to:** Global Director, Institutional Partnerships & Influence, Washington, DC

**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. [www.worldbicyclerelief.org](http://www.worldbicyclerelief.org).

**Duties and Responsibilities**

The Institutional Markets Lead, Europe has the overall responsibility for growing and diversifying revenue from European governments and foundations in support of WBR’s mission and three-year strategy. This is a new revenue diversification strategy for WBR, which has grown the last 15 years primarily from unrestricted and lightly restricted funding from individuals and major gifts, while building relationships with development partners (especially NGOs) by contributing bicycles to their Institutional Markets-funded projects to amplify development outcomes. The position will refine our fundraising strategy and likely focus on Institutional Markets (IM) opportunities in the United Kingdom, Germany, Switzerland, and possibly Scandinavia, Netherlands and/or other countries within the European Union. In collaboration with the Institutional Markets team and WBR’s European fundraising offices, the position has the following responsibilities:

* Lead development of the overall strategy and plans for development and growth in the European government and institutional foundation (“institutional donor”) spaces that is integrated and coordinated across the whole organization
* Aligned with WBR’s strategic priorities, lead the strategic identification of and response to funding opportunities, including the related NGO/development and firm partnerships
* Represent WBR with institutional donors
* Develop networks and partnerships across humanitarian, development and other relevant sectors
* Inform, advocate and present on bicycle mobility within institutional settings (e.g. conferences, etc.)
* Develop and cultivate donor relationships
* Prepare proposals and proposal budgets in coordination with field and other relevant teams
* Document and report on measurable results in institutional donor-funded programs

**Grow and Diversify Revenue**

* In collaboration with the Global Director, Institutional Partnerships and the Managing Directors for Europe and the UK, develop a clear and ambitious multi-year fundraising IM strategy to help WBR expand its impact.
* Reporting to the Global Director, Institutional Partnerships, with a dotted line to the Managing Directors for Europe and the UK, manage overall income generation from IM sources, ensuring targets are met.
* Work closely with the IM team, and the European directors, build relationships with European government funders, institutional foundations and implementing partners to grow Africa and Colombia fundraising, including helping field teams build relationships, develop leads and proposals.
* Prepare collateral materials and proposals in response to individual funding opportunities and partnerships, and support fundraising teams to tailor and leverage these materials

**Influence**

* In collaboration with global IM influencing strategy and European funding and partnership priorities, contribute to global thought leadership around rural mobility through presentations and engagement with key stakeholders
* Coordinate and collaborate with European and country directors to optimize visibility at important donor, partner and government fora (both in Europe and with priority European funders in our priority countries).

**Qualifications**

* 7+ years of relevant work experience in Europe.
* Proven track record of securing grants from bilateral and/or foundation sources
* Proven track record of nurturing and securing strategic partnerships with NGOs and international development firms
* Minimum of 3 years’ experience in project design and management
* Relevant higher education and international experience
* Professional knowledge of the international development space
* Experience inspiring, persuading and motivating donors, supporters and staff
* Previous experience working in a complex international or global working environment, including working remotely with other team members
* Experience growing a strong prospect pipeline and managing results
* Successful experience raising funds from relevant departments in DFID required
* Successful experience fundraising from public sector donors in Germany, Switzerland, and/or the Netherlands strongly preferred
* Relationships with relevant stakeholders in other major European donor countries an asset
* English and French fluency required; German fluency a plus.

**Eligibility: This position is only open to candidates who are already citizens of, or who have existing work permission for, the UK, Switzerland or Germany.**

**To Apply**

Please send cover letter and CV by March 1, 2020 to uk@worldbicyclerelief.org