



PUBLIC FELLOWS PROGRAM

Job Title:	Global Philanthropy Specialist
Organization:	Rare
Location:	Arlington, VA
Stipend:	\$65,000 with health insurance for fellow
Start Date:	August 1, 2016

ORGANIZATION DESCRIPTION

Rare is a fast-growing international conservation organization whose mission is to inspire change so people and nature thrive. With 165 staff and a \$28 million budget, Rare advances this mission through innovative grassroots marketing strategies that boost adoption of proven environmental solutions. To learn more, visit www.rare.org.

The mission of the Development/Communications Department is to support the overall mission of Rare through fundraising. Global Philanthropy works to advance the mission of Rare through creating ties with individuals, foundations, and corporate foundations in Europe and Asia.

POSITION DESCRIPTION

The Global Philanthropy Specialist will work with the European philanthropic sector, raising funds from European donors to advance Rare's mission. Beyond cultivating, soliciting, and stewarding donors, this means upholding and advancing the sector of philanthropy in Europe as well as developing partnerships with peers in NGOs. Global Philanthropy overall has a goal of raising between \$500,000-\$1,000,000 in FY2016 for Rare in support of its \$28 million budget.

The fellow will work closely with the top development professional responsible for European fundraising to undertake the following responsibilities:

- Building on a fledgling list of potential funders in Europe, s/he will research individuals, foundations, and corporate foundations that have the potential to support Rare, using public records, interviews, annual reports, and media searches;
- Develop materials (both ad hoc and printed) for use in presenting Rare's case for support to European prospects;
- Prepare colleagues for meetings with prospects and donors and, when possible, participate in those meetings to introduce Rare to them and to develop appropriate next steps. Some of these will be via Skype and some will be in person in Europe;
- Manage a portfolio of donors, which will bring the fellow in contact with European foundations, individuals, and corporate foundations for engagement, cultivation, solicitation, and stewardship;
- Build philanthropic relationships that lead to continued (or growing) support;
- Interface with the Global Development team in Europe, which works to build public funding in key countries such as Germany, England, Norway, and the Netherlands; and
- Participate in all activities (such as retreats, weekly meetings, strategy sessions) associated with the overall Development/Communications team.

This position is *only* available through the ACLS Public Fellows program.
You may *not* contact the host institution to inquire about this position.

REQUIRED AND PREFERRED QUALIFICATIONS:

Required qualifications:

- PhD in the humanities or humanistic social sciences;
- A passion to learn about philanthropy as a driver for social change;
- Excellent writing skills;
- The ability and agility to make the case for Rare, using advocacy, negotiation, and persuasion to engage potential donors;
- Ability to understand a budget (or to raise the right questions with the appropriate finance and program staff);
- Ability to learn constituent management database (Salesforce) and willingness to adhere to its use so that new information articulates with the organization's overall tracking system;
- Ability to plan using research, then move from research to action, and from action to engagement with prospects and donors;
- A focus on metrics and results, which in this instance means the ability to use numbers to track progress that leads to funds raised;
- Desire to work in a fast-past setting with colleagues from many different professions on shared interests; and
- Ability to travel to Europe for approximately one week per year.

Preferred qualifications:

- Familiarity with one of our key European countries (UK, Germany, the Netherlands, Norway) a plus;
- Ability to speak German or French an asset; and
- A commitment to Rare's values and to creating an excellent organizational culture.

APPLICATIONS

- Information on the ACLS Public Fellows Program: www.acls.org/programs/publicfellows
- All applications must be submitted through the ACLS Online Fellowship Application System (ofa.acls.org)
- Application deadline: March 24, 2016, 8 pm Eastern Daylight Time