

# Fundraising Lead

## The Role at a Glance

<b>The Role</b>	The fundraising lead will play a key role in securing the financial sustainability of the Climate Champions Team so that we can deliver for current and future UN Climate Change High-Level Champions and the global climate action agenda.
<b>Contract type</b>	Independent contractor
<b>Contract duration</b>	12 months, with the potential of extension
<b>Commitment</b>	2.5 days per week
<b>Remuneration level</b>	In line with market rates, and commensurate with experience and location. Remuneration is inclusive of annual leave.
<b>Start date</b>	May 2025 or as soon as possible thereafter
<b>Location</b>	Flexible.
<b>Annual leave</b>	5 weeks unpaid leave.
<b>Reporting to</b>	Lisa Larsen, Chief Operating Officer
<b>Other</b>	<ul style="list-style-type: none"> <li>• The candidate is expected to work from home, with occasional travel as and when requested.</li> <li>• In some locations, a collaborative office space may be available.</li> <li>• The candidate is expected to provide and maintain their own ICT and work tools.</li> <li>• Out of town travel and other work related expenses will be reimbursed in line with the travel and expense policy</li> </ul>
<b>Recruitment process</b>	<p>Please submit your CV and brief cover letter (no more than one A4 page) via this <a href="#">form</a>.</p> <p><b>Applications will be assessed on a rolling basis, with virtual interviews starting 6th May</b></p>
<b>Code of Conduct</b>	As a member of the Climate Champions Team you are required to adhere to the highest standards of conduct and behaviour, protecting the integrity of the mandate from Parties, the UNFCCC process, the UNFCCC institution and the COP presidency. Shortly after joining, there will be a number of mandatory induction meetings to ensure you have the information and tools needed to work to the highest standards.
<b>Contract information</b>	The Climate Champions Team is a programme of work under the not for profit administrative host body Rockefeller Philanthropy Advisors (RPA). The contract for this role will be drafted within the Climate Champions Team and signed by the post holder and a senior representative of RPA. Find out <a href="#">more about RPA here</a> .

## **Background**

The Climate Champions Team is an independently hosted team of experts dedicated to supporting the current pair of UN Climate Change High-Level Champions (HLCs). HLCs are appointed each year to act on behalf of the President of the annual UNFCCC Climate Conference (COP), and hold a unique mandate : to mobilise businesses, investors, cities, regions and civil society and act as a bridge between non-state actors and national governments to reach the goals of the Paris Agreement.

The work of the Climate Champions Team is guided by a [five year plan](#) published by the HLCs and welcomed by Parties at COP 26, which sets out a multi-year vision for the work, and an overview of the main tools and approaches. These include working with a diverse array of partners around the globe to align, activate, and accelerate action and climate solutions across adaptation, mitigation and finance. The CCT supports the HLCs to run the global campaigns of [Race to Zero](#) and [Race to Resilience](#), and to work closely with partners in the Marrakech Partnership and beyond to drive collaboration to achieve the [2030 Climate Solutions](#) - a solutions roadmap based on the [2030 Breakthroughs](#) and [Sharm Adaptation Agenda](#).

HLC and Climate Champions Teams priorities and work are further informed by the COP28 outcomes, in which Parties encouraged the High-Level Champions and Non-Party Stakeholders to consider the [outcomes of the first Global Stocktake](#) in their work with voluntary initiatives and coalitions. At COP29, Parties unanimously [renewed the mandate of the High-Level Champions for 2026-2030](#) and welcomed the continuation of the Marrakech Partnership for Global Climate Action, recognizing the critical role of Non-Party Stakeholders implementing the Paris Agreement.

## **Overview of the role**

As the Fundraising lead, you will play a key role in securing the financial sustainability for the Climate Champions Team. You will work closely with senior management and subject matter experts to both steward existing relationships with philanthropists funding high-impact programmes and cultivate new relationships to secure new grants. .

### **Key deliverables include:**

- Take a lead role in fundraising for the CCT, refine and execute a fundraising strategy and plan that delivers financial sustainability for the period starting 2026
- Develop and appraise options for a differentiated gift strategy, with a mix of foundational funders, funders for specific workstrands and smaller donations and sponsorships
- Identify and research new targets, drawing on a mix of sources from existing networks, to insights and connections within the Climate Champions Team, engagement with existing partners, own connections and exploratory research

- Help develop and further refine the Climate Champions Team 'fundraising toolkit' and build up philanthropy profiles for all existing and target partners
- Lead on development and delivery of high quality funder engagement, ensuring a good mix of bi-lateral meetings, collective convenings, information sharing, and strategic consultation, including virtual and in-person events
- Maintain timely, detailed and up-to-date tracker of all engagements and a directory philanthropic contacts and partners
- Raise the profile of the Climate Champions work and team through management of a programme of proactive networking and external engagement with prospective donors and their advisors.
- Ensure that all pitches and proposals are aligned with the core functions of the Climate Champions Team and adhere to the fundraising policy for the team.
- Keep abreast of key developments in philanthropy, through active engagement with peers and partners, and background research
- Lead and/or participate in partner meetings, and the related preparation and follow up

As this is a new role, the responsibilities are not set in stone. Rather, we expect the post holder to be adaptable and help develop the function in line with the changing requirements.

### **About You**

The successful candidate will need to be comfortable juggling different priorities and balancing multiple - and at times - competing demands and work in ways which are highly collaborative and engaging with a wide range of stakeholders internally and externally.

### **The following requirements are essential:**

- Substantial experience in major gift fundraising with a track record of exceeding targets to successfully secure six and seven figure gifts.
- Outstanding written and verbal communication skills with the ability to build meaningful relationships with high-net-worth individuals.
- A strategic and driven self-starter who can identify new opportunities and build relationships with existing and prospective donors.
- Comfortable working in a range of cultural environments and international contexts with a willingness to travel.
- Thrives in a fast-paced, high performing environment and can quickly and decisively respond to

shifting requirements.

- Team player with a flexible approach who is able to work collaboratively with others.
- Proven track record of engaging effectively with senior level/C-suite public and private sector leaders
- Strong analytical skills and attention to detail
- Excellent team, process and project management skills, with ability to juggle multiple priorities and deadlines, and bring out the best in a diverse team across a broad range of global geographies and time zone.
- Collaborative and collegial working style, and a strong team player
- Ability to manage ambiguity and change
- Determination to support climate action, and a commitment to the Climate Champions [core values](#)