

Ban Ki-moon Centre for Global Citizens Strategic Engagement Director

The Ban Ki-moon Centre seeks a fundraising relationship-builder to directly solicit individual and institutional funders in support of changemakers, particularly young women, who drive projects promoting justice, peace, climate action and sustainable development.

[The Ban Ki-moon Centre](#) empowers and materially supports young changemakers as they promote justice, peace, climate action, prosperity and sustainable development based on universal respect for human rights and empathy for others. The Centre uses its expertise and networks to raise funding and other kinds of support for such programs, programs which must align to goals set forth in one of the United Nation's signature achievements during Ban Ki-moon's tenure as Secretary General, the [2030 Agenda for Sustainable Development](#) and the Paris Climate Agreement.

Based in Vienna and New York City, and with strong connections to Seoul, the Centre was established in 2018 and is co-chaired by the 8th Secretary-General of the United Nations [Ban Ki-moon](#), who served between 2007 and 2016; and by the 11th President of the Republic of Austria [Heinz Fischer](#), who served between 2004 and 2016. These two leaders of Korean and Austrian heritage with distinctive careers, personal stories and of distinctive cultures nevertheless have much in common. Paramount is a belief in the power of youth, and in particular young women, to change our world for the better; the importance of integrating sustainable practices and thinking into every aspect of our lives; an abiding respect for difference and dialogue; and a commitment to practical solutions forged in cooperation with others. Centre's Board members have these values in common with the Founders, and bring to the organization their own rich experiences and perspectives.

The Ban Ki-moon Centre functions as a kind of community foundation, one focused on projects, particularly those led by young changemakers and women from different parts of the world who work on projects that advance the above referenced Sustainable Development Agenda and the Paris Climate Agreement. Most Centre projects are designed to benefit people in developing countries, and the Centre provides three kinds of support for those qualified projects and initiatives:

- Education, mentoring, capacity-building workshops and project management technical assistance through Centre personnel, partners, volunteers, consultants and peer networks; including creation of "project cook-books", "replicable training systems" and other guidelines for redeploying field-tested sustainable development models into other geographies. These models can serve as a launching pad for scaling independent nonprofits and NGOs globally.
- Fundraising support that builds capacity for projects and initiatives vetted by the Ban Ki-moon Centre. This may include training and technical support for grant writing, networking, orchestrating media exposure and joint events with nonprofit, government and business partners from around the world, etc.
- External relations support and advocacy including: leveraging of conventional and social media to highlight projects and their impact; development of project assessments to update funder/investors on project impact including financial reporting; orchestration of events that celebrate success, share knowledge, and generate public awareness and support for projects vetted by the Centre and driven by local changemakers.

The Ban Ki-moon Centre is supported by a [staff](#) of ten located in Vienna; a volunteer [Board](#) comprised of diplomats and leaders with broad exposure to governmental, nongovernmental and nonprofits organizations; and a [network](#) of partners and offices in Korea (Seoul), Kazakhstan (Almaty), United States (New York); and the [Founders](#) lend their considerable networks and reputations to advancing the Centre's work. The annual budget is approximately \$2.4m and is expected to grow to \$3m. The organization's strategy is to retain a stable staff in Vienna and other locations, build the New York based Strategic Engagement function as funding support evolves, and work closely with partners and program alumni world wide. The New York office will be hosted by Board Member Ambassador Daniele Bodini, who along with other members located in New York will be a local resource to the Strategic Engagement Director.

The Vienna and New York teams will together provide coordination, operating infrastructure, fundraising support, and will report on the results delivered by Centre-sponsored projects and initiatives.

BASIC FUNCTION

Reporting to CEO Monika Froehler based in Vienna, the Strategic Engagement Director will work across the organization (and beyond the organization) with other members of the staff, and with Board, partners, grantees and community members internationally. This is a hands-on fundraising position. In this respect, the Director will be a senior solution-sales fundraising professional who represents young changemakers and their projects, and advances a constantly evolving set of initiatives that supports their empowerment.

Upon joining the Ban Ki-moon Centre, the Strategic Engagement Director will evaluate and take charge of in-process fundraising efforts centered in the United States, and will also develop recommendations for changes to solicitation targeting priorities and direction for fundraising initiatives. Within the first 90 days, the Strategic Engagement Director will develop a fundraising plan with outlined budgets and success metrics, and sections on:

- Annual fund fundraising including individuals, foundations, businesses, and government targets, with objectives for each;
- Designated giving emerging from special on-line and in-person events, convenings, capacity-building initiatives for changemakers, workshops, advocacy, etc.;
- Fundraising infrastructure and Board involvement, including roles, responsibilities, and metrics for staff and members of the Ban Ki-moon Centre's Board and Founders;
- Future fundraising initiatives.

The Strategic Engagement Director will oversee the delivery of a high-touch stewardship and donor recognition program and will interact regularly with major donors. She/he will help to create and sustain strong, ongoing and congenial relationships centered in the USA (particularly in regions where donors with international interests are located) but with global reach, and with nonprofit, business, and government advocates for a more just, peaceful and sustainable approach to global development that is led by young changemakers.

This is a collaborative, roll-up-your-sleeves, direct solicitation environment that requires a commitment to the Ban Ki-moon Centre's mission and vision. There is intense focus on direct solicitation and leveraging others to directly solicit: **planning is fine; asking is better.**

Additionally, the Strategic Engagement Director will also accomplish the following:

- Partner with the CEO and staff to enable donors to appropriately influence the priorities and strategies of the Ban Ki-moon Centre. Develop and implement a comprehensive and strategic development plan, with revenue components that are aimed at supporting the organization's mission and activities. Build upon the strengths of existing development efforts, and aggressively pursue new opportunities for funding and engagement.
- Provide dynamic and innovative leadership for the Ban Ki-moon Centre' fundraising efforts, building an infrastructure that supports short- and long-term goals, and ensures the organization can respond quickly, effectively, creatively, and contextually to short-term operating needs and long-term financial requirements;
- Deepen relationships with current donors while launching initiatives to identify and target other avenues for major financial contributions;
- Manage and engage in solicitation and stewardship activities, in the process developing an annual schedule of intimate and group events and encounters (in person and on-line) with young changemakers who are the recipients of funding for their projects;
- Work with Centre staff, volunteers, and [global nonprofit, government, business and funding partners](#) to develop joint activities and events online and in different locations globally. These activities will boost institutional/individual fundraising efforts, celebrate contributions of various donor groups, and mark special milestones;
- Establish institutional giving programs for corporate and foundation gifts; ensure successful adherence to grant and restricted giving agreements; establish clear standards for institutional sponsorship, with particular emphasis on the proper use of logos, brands, naming and other recognition opportunities;
- Identify and recruit Trustee candidates who help the Board reach its fundraising objectives; reinforce a culture of philanthropy among all stakeholders, from Board members to volunteers to donors. Guide and support staff who are engaged with fundraising by fostering teamwork, mutual support and accountability;
- Ensure donor data is collected and leveraged to drive outreach and maximize total revenue; and
- Report regularly on outcomes, efforts and progress toward fundraising goals.

QUALIFICATIONS and EXPERIENCE

The ideal candidate is passionate about the Ban Ki-moon Centre's mission and international focus; has a strong personal commitment for justice, climate action, sustainable development and the transformative power of young changemakers; and understands how to successfully build and engage a funding constituency. Essential will be an affinity for the Ban Ki-moon Centre Founders' ideas surrounding sustainable development, a focus on solutions and not politics, and respect for diverse cultures. This is an international, multi-lingual, multi-cultural individual that navigates differences in age, perspective, background in ways that favor crisp execution. Required is a balance of patience and ambition, tact and drive, process and results orientation.

Additional desired qualifications include the following:

- Substantial fundraising experience that includes annual, endowment, and event fundraising. Broad-based knowledge of various development activities including: web, social media, leveraging fundraising databases and support systems for donor segmentation, research and volunteer management, etc.;
- Proven ability to raise principal or major gifts from individuals and institutional sources. Experience in structuring sponsorships; demonstrated success with establishing stewardship and donor recognition programs that sustain long-term relationships;
- Strong management skills, both strategic and operations, and a demonstrated ability to build, manage, motivate and inspire others to productive action;
- An exceptional communicator, both in writing and orally who can translate the Ban Ki-moon Centre's mission and programs into fundraising initiatives that garner financial support;
- Builds constructive working relationships characterized by a high level of acceptance, cooperation, and mutual respect;
- Thoughtfully intervenes in conflicts to improve communication, diffuse tension, and resolve problems. Seeks to find common ground and preserve relationships;
- Seeks different points of view and leverages diverse perspectives in group processes and decision-making. Checks own views against the views of others;
- Strives to understand data, people, and differing views before making decisions and taking action; promotes cooperation and commitment within a team to achieve goals and deliverables; and
- A sense of humor and perspective.

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