



CORPORATE FUNDRAISER

LOCATION: FLEXIBLE

Convergence is the global network for blended finance. We generate blended finance data, intelligence, and deal flow to increase private sector investment in developing countries. [Blended finance](#) is the use of catalytic capital from public or philanthropic sources to increase private sector investment in sustainable development. Convergence's global [membership](#) includes public, private, and philanthropic investors as well as sponsors of transactions and funds. Members include institutions such as MacArthur Foundation, FinDev Canada, the Nature Conservancy, and Credit Suisse. Convergence offers its members a curated, online platform to connect with each other on blended finance transactions in progress, as well as exclusive access to original market intelligence and knowledge products such as case studies, reports, training, and webinars. For market acceleration, Convergence provides grants through its [Design Funding](#) program, for the design of blended finance vehicles that could attract private capital at scale to global development.

Convergence is headquartered in Toronto, but the candidate's location can be flexible. We are seeking to retain an executive-level Corporate Fundraiser on a consultant basis for an initial 6-month period, with a possibility of extension.

DESCRIPTION

This role will report to the CEO. The Corporate Fundraiser will design and lead a strategic campaign to build Convergence's funding base among corporate foundations and other philanthropic partners beyond Convergence's existing network, contributing to the mission of an innovative start-up in the development finance space. Our goal is to secure USD 10 million in funding by 2025.

DELIVERABLES

Fundraising / Reporting:

- Introduce and lead identification, research, and qualification processes to generate a prospect pipeline
- Devise strategies, targets, and a tailored action plan to secure USD 10 million of multi-year corporate funding to support Convergence's existing program
- In collaboration with Convergence management, develop key messages, marketing and briefing materials
- Cultivate, solicit, and steward prospects and donors, serving as an enthusiastic and well-informed spokesperson and ambassador for the organization
- Recommend and support events which raise awareness and support for the organization
- Maintain a fundraising database of prospect profiles, actions taken, and outlook for each opportunity
- Advise on the preparation of funding proposal submissions

EXPERIENCE

We are looking for an executive-level candidate with significant corporate foundation experience. The ideal candidate will have:

- Previous fundraising experience (10 years or more), with a proven track record of meeting and exceeding targets
- Previous experience in corporate sponsorship and philanthropy would be an asset
- Demonstrated deep network of contacts within the target funder community
- Able to work in a small entrepreneurial team environment as a collaborative partner
- Demonstrated interest in development finance and developing countries
- Foreign language skills are a plus

APPLICATION

Please submit your proposal to hr@convergence.finance by June 30, 2020, 5PM EST. Your application should include a one-page resume and a cover letter that describes your interest in fundraising, development, blended finance, Convergence, and your suitability for the position.