

Partnerships Creator (Manager position, 100%)

Are you the type of person who thinks that everything is possible? Are you looking for a purposeful job that contributes to fund projects empowering children and youth across the world? Do you enjoy engaging people of all sort and find together the best way to collaborate and make a difference?

Who are we?

Right To Play is a global organization that uses play to improve education, health, peace, child protection and gender equality outcomes for children and youth. We believe that Play, including games, sports, creative play and free play, has the power to transform children's life and give them the skills to rise above their challenges. We are active in countries across Africa, Asia, the Middle East and North America, mainly targeting children and youth living in development and humanitarian contexts. Right To Play International was founded in 2000. Our Headquarters are in Toronto, Canada.

Right To Play Switzerland was established in 2003 and is responsible for

- raising awareness on the power of play and Right To Play's impact
- building partnerships and raising funds to make our work possible
- managing grants supporting projects in Right To Play countries

Have a look at this short video to learn more: <https://youtu.be/1Op1jxOh78g>

What are you expected to do?

As a Partnerships Creator you will drive Right To Play Switzerland in developing innovative fundraising strategies, concepts and partnerships, resulting in a steady income growth. You are able to engage new corporates and gain new foundations to support our work, with tailored approaches, offers and communication. You succeed in transforming the best ideas into actual projects and mobilizing support. You effectively steward new and existing partners, keeping them on board and engaged. You ensure strategic alignment and provide direction to colleagues on their prospect and partner/donor portfolio. You are an advocate of Right To Play's vision and succeed in inspiring potential and current partners on the benefits to join forces with Right To Play.

As Partnerships Creator you will focus on:

1. Boosting and coordinating corporate engagement by
 - developing a strategy to engage corporate partners in Switzerland to contribute to Right To Play's goals through financial/in-kind contributions or brand awareness
 - building a pipeline of new potential partners and take care of the existing ones, resulting in increased and recurring financial commitments and sponsoring
 - developing and manage attractive and innovative range of offers responding to the corporate need and interest, in line with Right To Play identity
2. Gaining new foundations to support our work and successfully steward them
 - lead on the identification, cultivation, solicitation, and stewardship of a portfolio of foundations
 - to develop concepts, proposals and reports

You will report to the National Director and will work with multiple functional groups across the organization in the Zurich office and internationally to achieve revenue and stewardship goals.

Who are you?

- **You are entrepreneurial:** thinking out of the box and leveraging limited resources to produce maximum results is something you are good at.
- **You have strategic insight:** you develop strategies, still you are flexible and hands-on.
- **You are highly communicative:** you enjoy meeting people, you are a good listener and you are great at transmitting a message with passion and authenticity.
- **You have experience in creating win-win collaborations** with potential partners/donors, ideally you have a network in the corporate and foundations world and have experience in developing partnerships with these stakeholders.
- **You write well** and you enjoy doing it, in both German and English.
- **You have a high sense for co-creation** in the team and you are committed to contribute to achieving the objectives of the organization as a whole.
- **You are eager to take calculated risks** and to step out of your comfort zone.
- **You understand the significance of investing time in documenting your work,** entering data in the CRM system and have a high attention to details.
- **You are committed to child empowerment** and protection internationally
- **You bring at least 5 years of experience** in a position with similar responsibilities
- **You have a higher education degree, or equivalent relevant work experience.**
- **You have a first language level in German** and are fluent in English, you are fluent or have a good level in French (our dream).

What do we offer?

- You will take an active part in our global effort to transform children's lives positively.
- We are a young and dynamic organisation, with ambitious goals and a playful spirit.
- You will be supported by a motivated and encouraging team in Switzerland and globally.
- Contract duration: indefinite term.
- Ideal starting date: as soon as possible
- Office in Zurich, some national and international travels may be required.
- Gross annual salary: in the range of CHF 80'000-85'000/13 months, depending on actual knowledge and experience

Does this sound good to you? If you feel thrilled while imagining yourself in the Partnerships Creator role, send us your CV and a short motivation letter (in German) to Bernadette Werder, bwerder@righttoplay.com, stating "Partnerships Creator" until February 25, 2018.

Conversations will take place between March 1 and March 9, 2018.

Right To Play is a child-centred organization. Our recruitment and selection procedures reflect our commitment to the safety and protection of children in our programs. To learn more about who we are and what we do, please visit our website at www.righttoplay.ch

We are looking forward to hearing from you!