



FUNDRAISING MANAGER & CHANGEMAKER

60-80%

Choba Choba...

... is a multi-award-winning social start-up that aims to revolutionise the chocolate industry. While in conventional global chocolate supply chains, cocoa farmers do not have a voice and live mostly in poverty, at Choba Choba the 36 cocoa farming families are shareholders of our chocolate brand and significantly improve their livelihood.

The Choba Choba world consists of 3 legal entities: A commercial company and a not-for-profit farmer association (ACCC) in Bern as well as a farmer cooperative in Juanjui/Peru.

Your role and responsibilities

As our fundraising manager, you are closely collaborating with the Managing Director of the farmer Association (Nicolas) and the CEO of our commercial entity (Christoph). You will:

- Develop the fundraising strategy for the social business Choba Choba - consisting of a not-for-profit organisation and a commercial entity
- Develop and implement (hands-on) the yearly fundraising action plan by leveraging the existing network and developing new sources
- Manage donor relations/retention and reporting to existing foundations, UHNWI and investors
- Analyse and improve existing fundraising tools and materials
- Donor Data Management
- Support shaping Choba Choba global strategy
- Other activities / projects

Your profile

- Several years of working experience in fundraising with proven track-record, ideally with UHNWI and institutional
- M.A. in Social Sciences, Business, Communication or similar education
- Strategic and hands-on personality
- Creative and innovative thinking with strong communication skills
- Donor experience and journey mindset
- Knowledge of Swiss Fundraising landscape
- Knowledge and network in social entrepreneurship world an asset
- Interested in sustainable food, social & environmental issues
- German and English. Spanish a strong asset, French an asset.

Why working with Choba Choba?

We offer you a very flexible and purpose-driven environment. You become part of the chocolate revolution and generate direct impact to cocoa farmers – while enjoying our super premium chocolates.

STARTING DATE: to be agreed (as soon as possible)

WORKING PLACE: Bern, with flexibility

PROCESS: Please address your full application (cover letter, cv, list of fundraising successes) to Susanna Lohri at susanna@chobachoba.com. Deadline: until the position is filled.