



RIGHT TO PLAY

PROTECT. EDUCATE. EMPOWER.

Right To Play is a global organization that protects, educates, and empowers children to rise above adversity through the power of play. Our Zürich based office with a team of 9 is responsible for building partnerships, raising funds to make our work possible, and managing grants supporting projects in Right To Play countries.

Beginning by agreement, Right To Play Switzerland is looking for a

Relationship Development Manager (80-100%)

Job Summary

The overall responsibility of this management position is to effectively drive strategies and innovative initiatives leading to securing funding for Right To Play's programs and activities. The role reports to the Swiss National Director. The Relationship Development Manager will develop and implement a national mid-level donor strategy and drive their fundraising portfolio. The candidate will work closely with the team locally and Right To Play colleagues globally, leveraging and sharing information, relationships and resources to achieve agreed goals.

Your responsibilities

- You drive, implement, monitor, and optimize a crucial future part of the Swiss fundraising strategy in the mid-level donor segment
- You ensure structured processes while constantly developing new ideas and innovative projects according to the overall strategy
- You actively participate in Right To Play's fundraising and third-party events
- You are also responsible for your sub-area for fundraising from individuals and/or institutions, depending on the network you ideally have established as part of your previous curriculum

Your profile

- You have an outgoing personality and sound experience, at least in one of the following areas: partnership building, business development, client management, fundraising, sponsoring. Your established network, preferably in the Swiss and Liechtenstein market, is an asset for this position
- You have leadership experience and know-how to motivate, inspire and support a team
- You are a true team player with the ability to smoothly integrate into a group of people with different personalities and backgrounds
- You have organizational talent and a solution-oriented do attitude, as well as an independent and structured way of working
- You have a high level of commitment as well as communication and assertiveness skills



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- You have excellent networking skills and know-how to conduct goal-oriented negotiation talks adapted to the situation
- You identify with the mission of Right To Play and are interested in international development cooperation or similar fields
- German is your native language, and you have stylistically confident spoken and written English (required). Verbal and written knowledge of French is an advantage
- You have excellent MS-Office skills as well as experience with CRM tools
- You are a positive and persuasive personality with a willingness to drive organizational goals
- You have entrepreneurial thinking, think and act cross-divisional, and display a strong service orientation.

We offer

- An active contribution to our global efforts to make a positive difference in children's lives
- A meaningful and diverse role in a young and dynamic organization with ambitious goals and a playful spirit
- If wanted, part-time position with flexibility in organizing your work
- Work location Zurich. Travel within Switzerland and internationally as required
- Salary competitive with NGO standards

Are you interested? If this role sounds exciting to you, please send your CV (in English) and a short motivation letter (in German) to Bernadette Werder, bwerder@righttoplay.com, stating "Relationship Development Manager" until February 11th, 2022.

Right To Play is a child-centered organization. Our recruitment and selection procedures reflect our commitment to the safety and protection of children in our programs.

We are looking forward to hearing from you!