Head of Fundraising – proficient English

Do you want to join a prestigious cultural foundation that promotes research, creativity and critical thinking?

Do you want to be part of a project whose goal is to promote the transformative experience of art?

If so, we are looking for you!

Together with you, we want to take the Fundació Joan Miró (FJM) outside our doors to promote the transformative experience of art.

What are our values?

- **Approachability**: We are a welcoming, approachable and collaborative institution, and we offer experiences available to everyone.
- **Innovation**: We explore, stimulate and develop creativity in all areas.
- **Commitment**: We seek excellence through rigour, consistency and transparency.
- **Sustainability**: We believe in sustainability and in our social, environmental and financial responsibility.

What will be your mission as Head of Fundraising?

- Contribute to the sustainability of the FJM by developing and implementing an engagement and loyalty plan for private collaborators and donors.

What will your responsibilities be as Head of Fundraising?

- Contribute to the overall strategy and management of the FJM as part of its steering committee.
- Drive and implement its fundraising strategy.
- Define and implement the area’s annual planning and budget to achieve set goals, ensuring an efficient and ethical use of resources.
- Define, execute and supervise loyalty, engagement and prospection activities for new and current collaborators (individual patrons, companies and foundations).
- Negotiate, monitor and control fulfilment of partnership agreements.
- Ensure and define a coherent sales narrative, supervising the creation of necessary communication materials.
- Strategically lead the analysis of donor data to increase donor value and life cycle.
- Promote a results-oriented, donor-focused culture centred on data analysis, ensuring necessary technological developments.
- Manage the relationship with executive board and presidency.
- Lead and manage team by ensuring its growth.
- Promote innovation by keeping up to date with the latest trends in fundraising and management.
- Ensure active communication, accountability and transparency with donors.
• Build close collaboration with other departments of the FJM, generating synergies and ensuring results.
• Promote in-house philanthropic culture.
• Participate and represent the FJM in philanthropic and fundraising platforms at national, European and other levels.

What do you need for this position?

• Minimum 7-10 years of experience in fundraising in the cultural or social sector at national and international levels.
• Postgraduate degree in fundraising is a plus.
• Proficient Spanish and English is a must, other languages desirable.
• Experience working with CRMs and Marketing Automation tools.

Skills
• Excellent negotiation, planning and organisational skills.
• Ability to work under pressure and meet deadlines.
• Ability to develop and expand your team.
• Manage uncertainty and complexity.

Working conditions:

• Permanent contract.
• Place of work: Barcelona. The possibility of travelling to Barcelona for a few days a month is required if the candidate resides elsewhere.
• Constant travel, depending on visits abroad and within Spain, approximately 30% of the working day.

Send your CV to the following email address: fmonzon@managementandsoul.com until July 15th