

**Starting date:** Q1 2026

**End date:** 12/31/2026

**Function** Fundraising manager

### Missions

The Global Seaweed Coalition (GSC) is an international partnership launched in 2021, with initial funding from Lloyd's Register Foundation and recent support from Builders Vision. The initiative is supported by the French National Research Centre (CNRS), the CNRS Fondation and UN Global Compact. Its mission is to support the safe and sustainable scaleup of the seaweed sector, grounded in science. It does so through its four operational pillars: funding, advocacy, science & technology, and policy.

The fundraising manager works under the supervision of the GSC co-founders to raise funds to support GSC's operations, including funds to seed innovative seaweed projects through grants (Calls for Proposals) and to support GSC activities and secretariat operations.

### Tasks

- Develop a cost-effective strategy to raise funds for GSC, targeting foundations, philanthropic donors, and governments.
- Based on that strategy, develop a compelling fundraising package including presentations tailored to different donor profiles.
- Meet with potential donors assessed as having a good or high probability of contributing, taking advantage of relevant gatherings such as finance, investment, and international development conferences, to secure funding opportunities in a cost-effective manner.
- Identify seaweed-related projects that the GSC could participate in or support.
- Other tasks as may be mutually agreed

### Expected skills and experience

- 20+ years of professional experience, with a strong track record of raising funds.
- Fundraising Strategy Development: Demonstrated ability to create and implement effective fundraising plans.
- Donor Relations: Strong skills in building and maintaining relationships with donors at an appropriately high level, including individuals, corporations, foundations, and donor governments.
- Communication: Exceptional verbal and written communication skills to effectively convey GSC's mission, goals, and impact.
- Grant Writing: Proficiency in writing and submitting grant proposals.
- Financial Acumen: Understanding of budgeting, financial planning, and financial reporting.
- Networking: Strong ability to network and build partnerships with stakeholders and community members.
- Excellent spoken and written English is essential; Knowledge of other languages is an asset.
- Self-motivated, clear communicator, and able to produce high-quality results with minimal supervision.
- Demonstrates a strong work ethic and professionalism.

### Working conditions

The working language of the Coalition is English. The candidate is expected to be able to work across multiple time zones. Some international travel may be required. The position involves managing time constraints associated with global coordination and undertaking strategically selected international travel.