



Terms of Reference Fundraising Manager

R20 Foundation is seeking a professional Fundraising Manager for its programs, seeking grants and concessional commitments into financing vehicles dedicated to climate infrastructure investment in cities.

R20 aims at creating blended-finance investment vehicles to help meet the needs and commitments of cities for climate actions. Through the collaboration of a coalition of partners (networks of cities, the private sector actors, fund managers, public and private investors), the vision is to mobilise finance to accelerate the uptake of urban climate solutions to align with the goal of 1.5 degrees maximum global warming.

Reporting to the CEO and working closely with other team members and R20's partners, the Fundraising Manager will conduct and manage the fundraising efforts for the investment vehicles to be developed. The vehicles will be seeking public and philanthropic commitments in the form of grants and concessional capital.

Role & Responsibilities:

- Conduct and manage the fundraising activities
- Monitor Requests for Proposal of potential donors/investors
- Lead the redaction and design of Concept Notes / Pitchbooks and other fundraising documents
- Lead budget drafting and support allocation negotiation with partners

Profile:

- Min 5 years of experience in a similar function
- Proven track record of successful fundraising for grants and investment
- Familiar with infrastructure projects with climate impacts at the city level, knowledge of the financial sector and capital investment
- Familiar with the workings of the public and non-profit sector
- Being organised, time-management and prioritisation are essential in this role
- Passionate about climate mitigation and adaptation, biodiversity, and sustainability with a strong commitment towards a more sustainable world
- Team player, flexible and able to work in a multicultural environment
- Strong inter-personal skills
- Strong skills with Microsoft Word, Excel and PowerPoint
- Proficient English level in writing and speaking. Fluency in other UN languages, especially Spanish or French
- Excellent writing, drafting, and editing skills
- Minimum Bachelor's degree or equivalent

The ideal working station will be Geneva with travels depending on project needs. However, depending on the competence of the candidate, remote work could be considered, and if so, minimum time zone difference would be a preference.

Please send your CV, reference of successful fundraising activities and a Cover Letter to secretariat@regions20.org by 31 December 2022.



Foundation R20:

R20 is a non-profit foundation based in Switzerland. As a finance initiatives incubator and technical assistance provider, our mission is to accelerate the design and deployment of finance vehicles for sustainable infrastructure at the subnational level. <https://regions20.org>

R20 is a member of the consortium of the Subnational Climate Finance initiative (SCF), which is a global blended-finance initiative started in 2021 that aims to invest in and scale mid-sized (5-75 M \$USD) sub-national infrastructure projects. The initiative is focused exclusively on pursuing investments in mid-sized climate infrastructure with nature-based solutions in various developing countries across Latin America and the Caribbean, Africa, the Mediterranean, and Asia. The Fund is managed by Pegasus Capital Advisors, a commercial Private Equity impact fund manager and further benefits from a separate, grant-funded Technical Assistance facility managed by The International Union for the Conservation of Nature (IUCN) and implemented by R20, IUCN, and Gold Standard. <https://www.subnational.finance>