



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 8 is responsible for building partnerships and raising funds to make our work possible, as well as managing grants supporting projects in Right To Play countries. We are currently looking for a

Director Business Development & Deputy National Director (80-100%)

Job Summary

The overall responsibility of this senior 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 Director Business Development will lead a team dedicated to revenue generation and donor relationship management, brand awareness and positioning, ambassador program and partnership development and drive his/her own fundraising portfolio. In parallel, the candidate will develop into the role of the Deputy of the Swiss National Director and 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 part of the Swiss fundraising strategy
- You manage, supervise, motivate and lead a team of staff involved in fundraising, partnerships, events, donor communications and the ambassador program
- You delegate responsibilities and monitor individual performance goals
- You ensure regular coordination among team members for efficient task sharing and teamwork
- You are also responsible for your own sub-area for the purpose of 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: fundraising, business development, client management, partnership building, sponsoring. Your own established network, preferably in the Swiss market, is an asset for this position
- You have leadership experience and know how to motivate, inspire, support and make a team perform at its best

- You are a true team player with the ability to smoothly integrate in a group of people with different personalities and backgrounds
- You have organizational talent, a solution-oriented doer 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
- You have good 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 a stylistically confident spoken and written English (required). Verbal and written knowledge of French is an advantage
- You have very good MS-Office skills as well as experience with databases
- You are a positive and persuasive personality with a willingness to drive organizational goals

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 “Director Business Development.”

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!