

Director of Development

Project X exists to address the looming humanitarian and environmental crisis brought by climate change. There is no Planet B.

We do this by **selecting 10 of the least sustainable industry supply chains to shift \$1.3 trillion worth of procurement spend from unsustainable to sustainable sources by 2030**. We work on the premise that no single organisation or sector can tackle industry-wide change on their own.

Incubated by WWF in 2015, Project X now has a pending B Corps certification, and is in the process of applying to have charitable status. Project X uses a proven methodology that simultaneously de-risks and accelerates the adoption of sustainable innovation in supply chains, as follows:

- Through independent and peer-reviewed research, Project X identifies the key industries responsible for the most significant environmental impacts
- Then secures advanced market commitment from industry leaders in these sectors to buy alternative solutions at scale (two currently under-way)
- Accelerates the innovations which will yield greatest impact per supply chain by: (i) rapid prototyping and piloting; (ii) securing funding and partnerships; (iii) securing commitment to industry-wide scale

We have several strong partnerships in place to deliver change, and two important pilots underway, in two different supply chains. We are set to launch our “10 in 10” programme in Davos in 2020 (the transformation of 10 supply chains in the next 10 years).

We are now looking for an entrepreneurial, self-starter Director of Development who wants to build their own brand in establishing Project X’s fundraising capabilities. We have already raised c. £3.5m and will need to raise another £20m in the coming years. This will be more than matched by the revenues we are set to generate.

We are looking for people with proven capabilities and experience:

- ✓ Networks and track record in the environmental and/or climate change philanthropic worlds
 - ✓ Excellent verbal and written communication skills
 - ✓ Gravitas and ability to originate, develop, ask and close donations
 - ✓ Budget management skills: work effectively with limited resources and within agreed budgets
 - ✓ Operations experience: develop KPIs, reporting, and system of selecting and progressing prospective donors
 - ✓ Time management skills and ability to work independently
 - ✓ Management experience: ability to lead and manage a team and to work well with others in the organisation
 - ✓ Min 8 years experience in major donor fundraising
 - ✓ Graduate or post-graduate degree
 - ✓ Understanding of impact investing and venture capital is a plus
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- Full-time role
 - Compensation package includes salary + commission + options.

To apply, please send your CV to Peter Bennett at pmb@projectxglobal.com by June 28th.