

MILLAR CAMERON

PEOPLE · PASSION · PERSISTENCE

FSC – INDIGENOUS FOUNDATION
(FSC-IF)
*DIRECTOR OF DEVELOPMENT
& PARTNERSHIPS*

ABOUT *FSC – INDIGENOUS FOUNDATION (FSC-IF)*

In 2019, the Forest Stewardship Council (FSC) established the FSC Indigenous Foundation (FSC- IF) as the operational office of the Permanent Indigenous Peoples Committee (PIPC). The FSC-IF is a private interest foundation in accordance with Law No. 25 of June 12, 1995, of the Republic of Panama. The mission of FSC-IF is to enable an enabling environment to guarantee the rights

of Indigenous Peoples and promote sustainable forest-based solutions within 300 million hectares of indigenous forests on the planet. The vision is that Indigenous Peoples' global values, rights, livelihoods, ecosystem services, natural capital and communities are incorporated into forest governance, climate change governance and market systems.





FSC IF MISSION:

The organization works to elevate Indigenous Peoples in their contribution to the protection of Mother Earth and recognize them as providers of solutions to global challenges.

FSC IF VISION:

The organization envisions a future where Indigenous-based solutions and Indigenous-led actions generated within one quarter of the Planet will safeguard everyone's future and Mother Earth.

FSC IF GOVERNING PRINCIPLES:

Respect and Recognition: The organizations actions respect and recognize the cultural, spiritual, traditional, identity, and landscape diversities and customary rights for self-determined development of indigenous peoples and communities.

Trust: The organization drives their actions and partnerships by commitment to trust-building and adopting long-term reciprocal, transparent, accountable, and shared values guided by ancestors and traditions.

Diversity and Inclusion: The organization promotes diversity and inclusion in all interactions and across all aspects of the organization. They use Indigenous cosmovision and practices to prevent any type of racism, discrimination, violence, or oppression.

Equity: The organization promotes and values actions and efforts to produce more equitable, diverse, and inclusive results and collective benefit-sharing with equal balance and respect to cultural, gender, ecological, and traditional diversities.

FSC-IF are committed to work driven by their mission of being guided by and supporting Indigenous Peoples' values of:

- Respect for Mother Earth - Managing lands, water, and ecosystems with great respect to nature and care by recognizing that they only borrow them from future generations
- Respect for ancestral knowledge - Keeping promises to their ancestors to manage nature and the resources provided by Mother Earth in a sustainable and respectful way



DIRECTOR OF DEVELOPMENT & PARTNERSHIPS *FSC IF*

KEY RESPONSIBILITIES:

The FSC-IF seeks a strategic and results driven Director of Development and Partnerships who will create and execute growth and sustainability strategies. Their primary role includes identifying new opportunities to expand funding streams from both donor organizations and private sector companies whilst also maintaining relationships with them.

They will also strengthen FSC-IF's visibility and leadership with public and private donors, seeking and negotiating strategic partnerships that align with FSC-IF's long-term plans and strategies.

**DIRECTOR OF DEVELOPMENT &
PARTNERSHIPS FSC IF**

**TITLE:
DIRECTOR OF DEVELOPMENT &
PARTNERSHIPS**

**REPORTING TO:
FSC-IF MANAGING DIRECTOR
WORKING CLOSELY WITH THE
DIRECTOR OF FINANCE &
ADMINISTRATION**

**LOCATION:
REMOTE WORKING**

**TRAVEL:
REGULAR TRAVEL**

**START DATE:
AS SOON AS POSSIBLE**

DIMENSIONS OF THE ROLE:

Program Development

- Lead on the design, development, and implementation of the growth and sustainability strategies and plans to identify and close on new program opportunities to grow funding streams in line with overall FSC IF Objectives, Plans, and Programs
- Develop and maintain a database / pipeline of targeted donor organizations and Private Sector companies and continually perform analysis of these targets to prioritize activities
- Keep up to date on emergent funding opportunities for FSC IF and build / maintain relationships with leading donors to expand and consolidate FSC IF actions in new areas and opportunities
- Generate and lead tailored presentation and communications materials to inform prospects and strengthen/consolidate the visibility and leadership of FSC IF with public and private donors in areas related to the mission and objectives of the organization
- Lead the effort to develop and negotiate winning proposals to potential targets

Partnerships Management

- Lead on the design, development, and implementation of a strategic partnership approach to create win-win long-term relationships with key Private Sector actors, donors, and other interested parties in line with the FSC IF's Objectives, Plans, and Programs
- Cultivate and maintain strategic partnership relationships in line with agreed key performance indicators and financial targets
- Work collaboratively with FSC IF's IPARD (Indigenous Peoples Alliance for Rights and Development) Program Lead on Business Partnerships and Indigenous Economies as well as other technical staff to identify, engage, develop and negotiate strategic partnerships in line with FSC IF's long-term plans and strategies

SKILLS AND QUALIFICATIONS:

To apply for this role, please ensure that you have the following skills and experience:

- University degree in business, finance, administration, economics, international development or a relevant field or equivalent experience
- At least 7 years of relevant experience in business and program development, fundraising and income generation within the international development / NGO sector being able to evidence securing significant funds (e.g., mid- seven figure income generation annually)
- Consolidate a strong and extensive network of contacts in the field
- Strong experience developing, securing, and strengthening long-term strategic partnerships with donors and investors
- Experience and evidence of leading, under limited supervision, successful program development programs and business collaborations
- Strong interpersonal skills; a credible communicator, negotiator, networker, and influencer at a senior level internally and externally
- Exceptional capacity to identify new opportunities and ability to convert new ideas into attractive/innovative products for donors and investors
- Excellent written and spoken English. Spanish and /or French will be considered a plus
- Familiarity with international development projects or programs oriented for Indigenous Peoples and Local communities worldwide preferred
- Demonstrated cultural awareness and sensitivity to the diversity of values, views, and approaches to issues relevant to the FSC IF
- Ability to respond adequately and efficiently to pressure, meeting deadlines with delivery of exceptional products
- Candidates deeply familiar with Indigenous Peoples basic values, spiritual beliefs, culture, tradition, traditionally practiced ecosystem services and communities. A native member of an Indigenous Peoples is preferred
- Candidates must commit to working in accordance with IF's mission, vision, governing principles, and IPARD's management approaches outlined above

Please send your CV and contact details to Victoria Bowden or Ruqayah Fazle who will contact you to discuss your application in more detail.



Contact: Victoria Bowden

Email: victoria.bowden@millarcameron.com

Phone: +44 2038 000 935



Contact: Ruqayah Fazle

Email: ruqayah.fazle@millarcameron.com

Phone: +44 2030 565 511

A man wearing a light-colored cowboy hat and a blue and white checkered shirt is leaning on a wooden fence. He is smiling and looking towards the camera. The background is slightly blurred, showing a wooden structure and some foliage.

WHO ARE MILLAR CAMERON

FINDING THE PEOPLE WHO MAKE THE DIFFERENCE

A SEAMLESS JOURNEY

Founded in 2007, Millar Cameron is an executive and professional search consultancy that focuses on Africa and other emerging markets.

Our goal is to provide client-centric, tailored executive search, recruitment and strategic advisory. Our international reach paired with local market knowledge enables us to provide our clients outstanding leaders who deliver consistent results, irrespective of geography.

We employ a rigorous research driven search process to identify the best fit for our clients, taking into account both hard and soft skill sets.

Our extensive experience yields a robust approach to market intelligence and a longstanding network of global relationships.



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