WARNING: DEADLINE EXTENDED FROM MAY 12th TO MAY 26th, 2017

Fondazione Università Ca’ Foscari Venezia seeks to appoint a Fundraiser at Science Gallery Venice.

Post Summary

Due to open its doors in 2019, Science Gallery Venice will be a dynamic new space for engaging young adults at the interface between science and the arts. The first space of its kind in Italy, Science Gallery Venice will deliver an innovative, ever-changing programme of exhibitions and events to engage 15-25 year olds at the dynamic interface between art and science.

As a member of the Global Science Gallery Network, Science Gallery Venice will build on the proven university-linked model of public engagement pioneered by Science Gallery at Trinity College Dublin, but will adapt this model to a different context – the city of Venice, home to a dynamic creative community, some of Italy’s leading scientific institutions, and to an international contemporary arts scene.

http://venice.sciencegallery.com

The Gallery, now entering its development phase, is recruiting an enthusiastic and motivated person to fundraise and cultivate new and existing relationships with supporters with the goal of Science Gallery achieving long-term financial sustainability.

We expect an annual campaign for 2 mln euro ca.

Reporting directly to the Science Gallery Director, a world leader in science and art management, that we expect to have on board by September 2017 at the laters, and who will be member of the search committee, and liaising with the Fondazione Ca’ Foscari, the successful candidate will be passionate about the mission and vision of Science Gallery and have an understanding of our core values and programme of activity.

Science Gallery has a unique opportunity to play a key role in transforming the whole City into a space for creative engagement with science and culture. The successful candidate will be a self-starter with the ability to take ownership of initiatives and to see them through to a successful conclusion.

Proven experience in fundraising and/or business development, excellent proposal-writing skills and experience of creating strong and fruitful relationships, will be required. High levels of energy and dynamism, together with excellent communication and influencing skills will be vital.
This role is funded by the Fondazione Ca’ Foscari, and it is expected that the successful candidate will liaise on a regular basis with the Fondazione Ca’ Foscari, to maximize fundraising synergies between Science Gallery and Fondazione Ca’ Foscari and to ensure there is a coordinated and optimal approach to potential prospects.

Key Duties

- The duties will include, but are not limited to the following:
  - Work with Science Gallery Director and team to identify and develop new corporate and foundation partnerships as well as private individuals
  - Work with Science Gallery Director and team to identify a Science Gallery Development Board
  - Create and work to strategic plan for fundraising from different local, national and international sources – corporate, trusts and foundations, high net-worth private individuals, regional and European funds
  - Work with Science Gallery Director in identifying and following up potential prospects both nationally and internationally, organising prospecting meetings and events and following up on those meetings / events
  - Cultivate and develop relationships with government agencies and relevant local organisations
  - Stewardship of existing relationships with partners (through organizing partner events, supporters lunches, regular briefings etc) and ensuring their continued involvement
  - Identifying potential funding sources and writing and co-ordinating the submission of funding proposals, specifically but not exclusively European Framework Programme proposals
  - Work with Science Gallery programming and operations team to drive donations and inkind support programme
  - Work and coordinate with Science Gallery International and the other development managers of the Global Network
  - Work with Fondazione Ca’ Foscari to ensure fundraising synergies between Science Gallery and the rest of Fondazione Ca’ Foscari are maximized, and to ensure that approaches to prospects are coordinated.

The Science Gallery will consist of a small but very dynamic team and during exhibitions and events all staff are expected to take an active involvement in the delivery to ensure the best possible experience for visitors.

Essential Qualities

- Passionate about Science Gallery and its mission
- Strong interpersonal skills, coupled with curiosity and openness
• Flexibility of approach is essential. As described in the job specification, an ability to multi-task and take on different roles depending on the demands of the Gallery is required.
• An interest in current science, technology and the arts/culture would be of considerable advantage

**Essential Skill-set**

• Excellent networker with proven experience of working with key stakeholder (e.g., government, foundations, university sector, science/technology corporates and philanthropic individuals)
• Demonstrated fundraising experience with proven track record or equivalent (private sector sales experience in a target driven environment would be considered as comparable)
• Excellent organizational and time management skills with experience of working in a deadline driven environment. Self motivated and can demonstrate experience of structuring their own workload and timelines.
• Excellent verbal communications skills, specifically with meeting and presentations skills. Candidates should that during the interview process they will be required to prepare a presentation.
• Experience of writing and being awarded both commercial and statutory funding proposals is essential. Experience of writing and winning competitive scientific research proposals would also be advantageous, specifically European Framework Programme
• Excellent fluency in writing and presenting in both Italian and English
• Strong computer skills – MS Office, Powerpoint, Web research are essential. This role will produce all of it’s own paperwork, Experience with fundraising tools/CRM would be beneficial.

**Application Requirements**

Along with a motivation letter and CV including the names and contact details of three referees (preferably with their email addresses), candidates should address the following screening questions in an accompanying document or as part of your Cover Letter.

Candidates who do not specifically respond to these screening questions will not be included in the shortlisting process;

1. Give details of when you have worked in a target driven environment, indicating whether targets were personal or group, and whether they were achieved.
2. Indicate a time when you have worked on your own initiative and how you motivated yourself to deliver.
3. Citing examples from your own experience, describe what IT tools that you used which assisted you to work in an efficient manner.
Equal Opportunities Policy

Fondazione Ca’ Foscari is an equal opportunities employer and is committed to the employment policies, procedures and practices which do not discriminate on grounds such as gender, marital status, family status, age, disability, race, religious belief, sexual orientation or membership of the travelling community.

SUMMARY OF TERMS AND CONDITIONS OF SERVICE

- Location: Venice, Italy
- Period of Appointment: 3 years / permanent
- Probation: 6 months
- Salary: 50.000-60.000 euro depending on profile / seniority, with top-ups to be negotiated based on performance.
- Languages: both Italian and English.
- Eligibility to work in Italy

APPLICATIONS AND ENQUIRIES

Interested candidates are invited to send their application (cv and motivation letter) to selezione.fondazione.cafoscari@unive.it, with the subject “Fundraiser - Science Gallery Venice” with Fabio Poles fabio.poles@unive.it in carbon copy.

The deadline for receiving the application is May 12th, 2017.

The new deadline for receiving the application is May 26th, 2017

Venice, May 9th, 2017