



**CONSUMERS
INTERNATIONAL**

LEAD, FUNDRAISING AND DEVELOPMENT

**Appointment brief
October 2025**

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BACKGROUND

Consumers International is the world's leading network of consumer organisations, uniting over 200 Members in more than 100 countries. Together, we work to protect and empower consumers everywhere, championing their rights and ensuring their voices shape products, policy and practice.

We collaborate with our Members and partners to tackle critical, systemic issues that affect people as consumers. As the only independent global advocate for consumers, we represent their interests in international policy forums and the global marketplace – helping to shape systems that are fair, safe and sustainable by design.

Joining Consumers International means contributing to bold, cross-border solutions at the forefront of consumer rights. Explore a selection of our recent achievements [here](#).





OUR VALUES

The Consumers International team strives to live the following values:

Leadership	• Making tough trade-offs to ensure we deliver against strategy. • Charting a path forward – listening to other perspectives, while being independent of those perspectives. • Self-starting, motivated to put ourselves in leadership positions and drive forward pieces of work. • Striving to bring others with us – colleagues understand the direction we are taking and our reasoning. Viewpoints are sought at key moments and delivery is orientated around the strategy.
Inclusivity	• In delivering our strategy, creating the space to listen and understand views, and diversity of participation and representation.
Caring	• Caring about the career development and success of our colleagues and how our team collaborates together. • Caring about the future of consumers and members and achieving impact for them through our strategy and change agenda.
Innovation	• Pursuing new creative ideas that have the potential to change the world.
Agility	• Adapting quickly in response to opportunity.
Efficiency	• Generating the greatest impact for the least effort. Keeping it simple and systemising for efficiencies.
Excellence	• Delivering work to the highest standards with professionalism and integrity. The quality of work is evident to all.
Passion	• Passion for a safe, fair, and sustainable marketplace for consumers drives our impact and the achievement of our organisational goals. • Engaging with energy and excitement.



JOB DESCRIPTION

Job title: Lead, Fundraising and Development

Location: Remote

Managed by: Director General

Contract: Permanent, full-time

Salary: £40,000-£50,000

Deadline: 9am, Monday 27th October 2025

Purpose of the role

We are seeking a highly motivated and strategic Lead, Fundraising & Grant Proposals to grow and diversify Consumers International's income. The role will be central to identifying funding opportunities, building relationships with foundations and donors, and crafting compelling proposals that secure resources for our global initiatives.

This is an exciting opportunity for a creative, detail-oriented fundraising professional to play a pivotal role in shaping our funding strategy and ensuring we have the resources to deliver real impact for consumers worldwide.

Key responsibilities

Funding Strategy & Market Insight

- The Lead ensures we have a clear and robust strategy for Member engagement and outreach aligning with Consumers International organisational strategy. Research and analyse foundation priorities, donor trends, and funding landscapes to identify alignment with Consumers International's mission. Contribute to the development of a fundraising strategy that grows and diversifies income streams. Maintain intelligence on emerging opportunities, donor strategies, and sector trends.

Grant Identification & Pipeline Management

- Identify and prioritise funding opportunities from foundations, trusts, and institutional donors.
- Build and maintain a pipeline of prospects aligned with organisational objectives.
- Track deadlines, requirements, and reporting obligations to ensure timely delivery.

Proposal Development & Writing

- Lead the development of compelling, evidence-based proposals and grant applications that resonate with funders.
- Collaborate closely with programme, finance, and leadership teams to prepare accurate budgets and impactful narratives.
- Ensure all proposals reflect Consumers International's vision, strategy, and value.

Relationship Management

- Build and manage strong, long-term relationships with donors, foundations, and partners.
- Serve as the primary point of contact for funders, ensuring responsive, professional communication.
- Support stewardship efforts by preparing reports, presentations, and donor updates.

Cross-Organisational Collaboration

- Partner with internal teams to align fundraising opportunities with organisational priorities.
- Provide insight to senior leadership on donor engagement and emerging opportunities.
- Support capacity-building efforts to embed fundraising best practices across the organisation.

This is a description of the job as it is presently constituted. It is the practice of Consumers International to review job descriptions from time to time and to update them to ensure they relate to the job as then being performed, or to incorporate whatever changes are being proposed. This will be conducted in consultation with you. It is the organisation's aim to reach agreement on changes, but if agreement is not possible, Consumers International reserves the right to insist on changes to your job description, after consultation with you.

Consumers International is an equal opportunities employer with a policy to ensure that no job applicant or employee should receive less favourable treatment on any grounds not relevant to good employment practice.



PERSON SPECIFICATION

Essential Requirements	Criteria
Experience & Understanding	• Proven track record in fundraising, business development, or partnerships, preferably within an international NGO, foundation, or advocacy organisation. • Strong grant-writing and proposal development skills, with demonstrable success securing major funding. • Experience researching and cultivating donor relationships, with strong understanding of the philanthropic sector. • Familiarity with consumer rights, sustainability, digital rights or social impact sectors is an advantage.
Skills And Abilities	• Exceptional written communication and storytelling ability, with keen attention to detail. • Strong analytical skills to match funder priorities with organisational goals. • Excellent interpersonal skills, with a talent for building trust and influencing stakeholders. • Highly organised, self-motivated, and comfortable managing multiple deadlines • Strategic, creative, and driven by impact.
Other Requirements	• Languages an asset • Comfortable with remote-working

TERMS OF APPOINTMENT

Job title:	Lead, Fundraising and Development
Located:	Remote
Managed by:	Director General
Contract:	Permanent, full-time
Salary:	£40,000-£50,000
Benefits	• Consumers International employee benefits offered will be in line with the statutory requirements in effect for the regional location that the applicant resides in. Applicants must have residency rights in their specified location. • We offer co-working spaces (up to 2 days at Regus offices) and an allowance for the pension scheme if the individual is hired through Globalization Partners, our International recruitment partner. • Holiday entitlement will be specific to each location and will be dependent on the public holidays available in the location.



HOW TO APPLY

If you would like to apply, please send the following:

- An up-to-date CV
- A Supporting Statement (no more than 2 x A4 pages) outlining how your skills and experience relate to the criteria detailed in the person specification of the job description.

Please submit your completed application to dominic.gilchrist@harrishill.co.uk 9am, Monday 27th October 2025.

Interview information

First stage interview:	A screening call with the Director General
Final interview:	Task and panel interview (dates on a rolling basis)

Should you be invited to interview, please let us know if you require any reasonable adjustments so we can support you through the process.



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charity recruitment

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consultants

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SPECIALISMS

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