

JOB OPENING AT IRB BARCELONA

HEAD OF FUNDRAISING, MARKETING & COMMUNICATION (ref. AD/20/05)

Created in 2005 by the Generalitat de Catalunya (Government of Catalonia) and the University of Barcelona, IRB Barcelona is a Severo Ochoa Centre of Excellence—a seal that was awarded in 2011.

The institute is devoted to conducting research of excellence in biomedicine and to transferring results to clinical practice, thus improving people's quality of life, while simultaneously promoting the training of outstanding researchers, technology transfer, and public communication of science. Its 28 laboratories and seven core facilities address basic questions in biology and are orientated to diseases such as cancer, metastasis, Alzheimer's, diabetes, and rare conditions.

IRB Barcelona is an international centre that hosts 400 members and 30 nationalities. It is located in the Barcelona Science Park. IRB Barcelona forms part of the Barcelona Institute of Science and Technology (BIST) and the "Xarxa de Centres de Recerca de Catalunya" (CERCA).

IRB Barcelona is seeking a **Head of Fundraising, Marketing & Communication**. The successful candidate will be responsible for leading, developing and coordinating private fundraising initiatives, as well as IRB Barcelona's marketing and communication strategies.

The Head of Fundraising, Marketing and Communication will provide leadership to the following areas:

- Fundraising
- Marketing
- Internal and external communication
- Scientific divulgation
- Alumni relations

The Head of Fundraising, Marketing and Communication reports to the Managing Director and is part of the Institute's Management Committee.

IRB Barcelona has a growing public recognition towards society and has a strong scientific communication record. In the recent years it has started a trail of successful experiences in fundraising (Metastasis Challenge campaign, legacies received, "scientists at IRB Barcelona dance for cancer, Alzheimer's and diabetes research" campaign). Recent strategies have been introduced in the recent years, including the use of new marketing tools and the implementation of a CRM. Results have proven fruitful showing a clear growth potential. Enhancing the fundraising and marketing activities and rising them to the next level will be a top priority for the candidate, while keeping the high level of our communication and public engagement activities.

DUTIES

- Lead, design and develop IRB Barcelona's fundraising strategy, as well as implement the corresponding tasks. This area includes raising private, non-competitive funds from major donors, partners, foundations, companies, legacies and events, as well as the corresponding loyalty marketing actions, with an increase in the focus on ROI, tracking and metrics.

- Further develop the marketing and positioning plan and strategy for IRB Barcelona, developing the Institute's products and services and the CRM. The postholder will identify audiences and key messages, promote IRB Barcelona's value towards society, and create links and a solid collaboration relationship with all interested parties, which include the wider scientific community, IRB Barcelona researchers, trustees and funding entities, future researchers, alumni, donors, the educational community and the general public.
- Lead and supervise communication actions at a national and international scale, including relations with media, institutional communications, on- and off-line publications, digital strategy, social networks, internal communication, branding, conferences and events.
- Lead science education and public engagement initiatives, especially with schools and teachers.
- Lead and supervise IRB Barcelona's alumni relations strategy

EXPERIENCE, KNOWLEDGE, SKILLS & SELECTION CRITERIA

Must Have - Required

- **Experience:**
 - University degree; fundraising and/or marketing specialization preferred
 - Minimum of 3-5 years' experience on fundraising with a successful track-record in profit generation.
 - At least 5 years in a management position and proven experience on team leadership.
 - Previous experience in a non-profit organization (or a Marketing Agency that has worked for a non profit-organization) is needed.
- **Knowledge:**
 - Demonstrated success in fundraising.
- **Skills:**
 - Excellent writing and verbal communication skills in English (proficiency level equivalent) and in Spanish/Catalan.

WORKING CONDITIONS & ENTITLEMENTS

- **Working conditions:** Employed in compliance with Spanish legislation and regulations under a full-time contract. Employees receive the benefits of the Spanish Social Security system covering sickness, maternity/paternity leave and injuries at work. Salary commensurate with experience and qualifications.
- **International Environment:** The opportunity to join a prestigious international research institution and become a member of our administration team
- **Continuous training** in a high-quality environment.

HOW TO APPLY & SELECTION PROCESS

Applications for the above opening should include a **CV** and **motivation letter**, and should be sent by e-mail to: irbjobs@irbbarcelona.org, indicating the Reference: **AD/20/05**

- **Deadline for applications:** 11/10/2020
If no suitable candidate is found, the deadline will be extended.
- **Number of positions available:** 1
- **Selection process:**
 - **Pre-selection:** Will be based on CV, motivation letter and experience.
 - **Interviews:** Short-listed candidates will be interviewed.
 - **Job Offer:** Will be sent to the successful candidate after the interview.

For more information please visit our website at: www.irbbarcelona.org

Note: The strengths and weaknesses of the applications will be provided upon request.

If you, as an applicant, have any suggestion or wish to make a complaint regarding the selection process, please contact us at the following email address: irbrecruitment.suggestions@irbbarcelona.org. You will receive a response within a month.