

VOLCANI INTERNATIONAL PARTNERSHIPS

We are excited to be hiring a [Volcani Development Lead](#) to join our trailblazing team!

This is an exciting new role offering the right candidate an opportunity to strengthen Israeli agricultural research and the Volcani Institute's position as a world-leader in this field.

About us

[Volcani International Partnerships \(VIP\)](#) is an Israeli NGO tackling global food and nutrition insecurity with Israeli agricultural experience, expertise and innovation. VIP focuses on creating 3 key changes:

1. **Advancing Israeli Agricultural Innovation:** ensuring Israel maintains its position as a world leader in agricultural research and innovation by raising funds for scientific research and supporting the next generation of Israeli scientists.
2. **ReGrow Israel:** strengthening Israeli agriculture in the wake of October 7th and the Swords of Iron War.
3. **Tackling Global Hunger with Israeli Expertise:** working with farmers, governments, and other stakeholders throughout the world to usher in a more productive, profitable, resilient and sustainable agriculture by sharing Israel's unique insights and expertise.

About the position: Volcani Development Lead

Location: Israel (Hybrid)

Contract: Full-time.

Reports to: Head of Strategy (Volcani International Partnerships)

Overview & Responsibilities

The Volcani Development Lead will serve as the primary liaison between VIP and the [Volcani Institute](#): Israel's national and leading agricultural research organisation. Boasting 6 different research institutes and 2 off-campus research stations, the Volcani Institute is world-renowned as a center of excellence and accounts for 70 percent of Israel's farming innovations. It focuses on advanced applied research in agriculture and food sciences to promote and support Israeli farming.

Focused on supporting and strengthening this essential engine of Israeli agricultural R&D, this newly established position will work closely with the Volcani Institute's Director General, deputies, researchers and other relevant stakeholders to:

- identify and design high-impact projects aligned with the Volcani Institute's priorities;
- raise funds for these projects; and
- showcase these projects and publicise the Volcani Institute's remarkable work.

Volcani Development Lead Key Responsibilities

1. Leading the Relationship with the Volcani Institute
 - a. Serving as the main point of contact for day-to-day engagement between VIP and the Volcani Institute
 - b. Build strong relationships with the Volcani Institute's leadership, researchers and students.
2. Strategic Planning:
 - a. Collaborate with the Volcani Institute's Director General and deputies to define its priorities, key needs, opportunities and strategic goals.
 - b. Develop a strategy and annual work plan with key targets and milestones in order to advance the Volcani Institute's goals.
3. Project Development and Proposal Writing:
 - a. Work with the Volcani Institute's Director General, deputies and relevant researchers to identify, clarify and understand key projects, priorities, gaps and opportunities for impactful initiatives;
 - b. Design and draft project proposals, including budgets, timelines, and measurable outcomes.
4. Fundraising and Donor Engagement:
 - a. Research and identify potential funding sources, including institutional donors, private foundations, and corporate partners.
 - b. Develop tailored fundraising strategies and materials for prospective donors.
 - c. Draft grant applications.

VOLCANI INTERNATIONAL PARTNERSHIPS

- d. Support VIP's fundraising activities with regards to these projects, including briefing VIP's Executive Director on projects and preparing collateral as required.
 - e. Represent the organization at events, conferences, and meetings to promote projects and secure funding.
5. Communications
- a. In partnership with VIP's Director of Marketing & Communications, develop marketing and communication materials to promote the Volcani Institute's work and highlight its position as a global leader in agricultural R&D.
 - b. Coordinate site visits and events for potential donors to showcase the Volcani Institute's research and projects.
6. Project Implementation Support
- a. Support project lead with the kick-off stage of each project, ensuring plans are fully aligned with donor expectations.
 - b. Support project lead with the creation of donor updates and returns for projects.

Who we're looking for:

Required Attributes:

- Minimum 5 years experience in project development or design, strategic planning, fundraising or grant/proposal writing.
- Fluency in Hebrew and English.
- Excellent written and verbal communication skills.
- A self-starter displaying initiative and accountability.
- A curious outlook, with an appetite to understand complex topics and find ways to explain them simply to non-expert audiences.
- Strong strategic thinking and problem-solving skills.
- Collaborative with an ability to build relationships across diverse stakeholders.
- Bachelor's degree.

Preferred Attributes:

- Knowledge of donor landscapes and funding trends.
- Bachelor's degree (or higher) in agriculture.
- Master's degree.
- Proven experience working with research institutes, NGOs, or in the agricultural sector.
- Demonstrated success in raising funds and developing strategic partnerships.
- Project management experience and/or qualifications.
- Proficient building and reviewing project budgets on Excel.
- Experience in Monitoring & Evaluation (M&E) for donors and foundations.

VOLCANI INTERNATIONAL PARTNERSHIPS

We strongly encourage candidates who do not meet all the Preferred Attributes to apply: these are not necessary requirements and we'd rather hear from you than not.

What you can expect from us

VIP provides its employees with:

- An opportunity to see your impact in one of the most needed ecosystems in Israel
- A friendly and inclusive work environment.
- A collaborative and supportive culture where suggestions and creativity are valued and where challenges are resolved collaboratively.

Next Steps - Recruitment Process

Submit the following to HR@vipartnerships.org :

1. 1 page CV in English
2. 1 page cover letter in English

Applicants are asked to specify the role title in the email's subject line.

BEST OF LUCK!