



**LORNA YOUNG FOUNDATION**  
**LOUDER THAN WORDS**

An exciting opportunity for a person with enthusiasm, vision and impressive relationship-building skills, to promote and develop our ground-breaking 'open source' Community Farmer Radio initiative to potential funders, supporters and delivery partners across the private and not-for-profit sectors.

### **Farmer Radio Development Manager - Community Farmer Radio (International)**

**Hours: Part time – 3 days per week. Home-based (ideally Greater London - travel across Greater London regularly, sometimes in regions, possibly internationally). Flexible attitude to working hours.**

**Contract: Temporary - 12 months initially; may extend . Probation 3 months.**

**Pay: £30,000-35,000 FTE - £18,000-£21,000 pro rata, dependent on experience.**

*Notes:* May suit ethically-driven professional with interest in overseas development and sustainable development for small charities. Consultants, freelancers also welcome to apply if can evidence ethical/ trade justice commitments.

The Lorna Young Foundation is a charity that works to connect communities, enabling them to trade knowledge, products and ideas that will make their lives better. We do this by devising and running programmes that bring together the many disconnected societies that make up our World- both in the UK and internationally. We have a rich history, taking our name from fair trade pioneer Lorna Young who broke down doors to get Cafédirect into supermarkets.

Our work is based on a deep understanding of international trade justice issues. We have a long track record of solving supply chain challenges, and access to networks that can deliver expertise and support. Farmer Radio - one of our flagship programmes - uses radio and text messaging to reach millions of small-farmers in Africa (and, later Latin America and Asia) with the information they need in order to manage and market their crops effectively.

Our aim is to bring about change: change in the attitudes and systems that prevent communities across the globe from working together to improve their lives.

Our new 'open source' initiative will be a game-changer in empowering participatory farmer radio, which enables farmers to leverage more value out of supply chains and tackle challenges. To date, we have undertaken individual farmer radio projects across Africa, but our intention is to move away from frontline delivery and facilitate significant scale-up. We want to make our Community Farmer Radio model available on an 'open source', free of charge basis to any organisation that can use it to build a better future for farmer communities in the developing world.

To drive this, the Development Manager will need to be highly self-motivated with an enterprising mindset, experience and attitude; someone who can secure funding, sponsorship and resources to help us take our ambitious concept to scale. The right person will be able to share and impart our passion for empowering farmer communities. Whether coming from a background in the private or from the NGO sector, you will have a good understanding of international development issues and the ability to develop comprehension of the challenges that face farmer communities - such as low prices and unfair trading conditions, poor market access and climate change.

### Key Responsibilities:

- Developing an ambitious fundraising programme and,securing funding and sponsorship
- Investigating and developing partnership opportunities for the LYF
- Creating the business plan and communications materials
- Developing the initial suite of resources and tools, including the online platform
- Implementation of the new approach with all stakeholders (internationally)
- Development of business plan and programme if fundraising ambition realised
- Liaison with grassroots stakeholders; potential to travel internationally
- Engaging with the Board of Trustees

The right person for this role will be a confident individual who is self-motivated and whose strength is persuasive language and fast response to new opportunities.

She/he will have excellent interpersonal skills and must be able to make a convincing pitch for our work to a variety of stakeholders who will require information presenting to them in different formats and who will have differing priorities from one another.

She/he will relish the opportunity to identify and approach potential supporters and partners, and will have the skills to lead the fundraising, development and implementation of our Open Source Farmer Radio to its early stages.

This post is initially temporary but may be extended if the intended ambition for funding is achieved and the post-holder demonstrates the ability to further develop and deliver the programme. There will also be the potential for international travel according to how the programme develops.

Although the post is home based, considerable time will be spent engaging with others via email, phone, Skype etc. Frequent travel within the London area is likely.

**Closing date: Friday 2nd March 2017**

Download Job details and application process [here](#).