



Job description

Senior Manager Sponsorships North America

WeForest (non-profit)
Position based in the USA
Full-time
Consultancy contract initially.

Organization Info

[About Us](#)

Founded 2009.

Mission: building upon corporate and scientific partnerships, WeForest empowers communities to sustainably advance and implement innovative, high-standard, scalable and lasting solutions to restore forest landscapes.

Programs: a Belgium-based non-profit organization, WF works with communities and local partners to develop scalable Forest Landscape Restoration projects mostly in tropical regions to sustain nature's diversity, benefit our climate, and support human well-being. Since 2009 we have grown very fast: after having restored 55 000 acres, we recently developed a project capacity to reach 210 000 acres (100 million trees) by 2024.

Fundraising: most of WF's funds are from corporate donations or sponsorships with some private and public grants. We have a strong presence in Europe today and need to grow in North America to meet our ambitious goals to double our impact every other year.

Position summary

With the support of the European team, the Senior Mgr Sponsorships will prospect and develop corporate partnerships, grant applications as well as pioneer the WeForest presence in the USA. This position reports to the Director Partnerships based in London and would preferably be located on the East coast in the USA, we could consider other locations based on the candidate's current residence. Potential for some travel (domestic and international).

Areas of Responsibility

Internal

- Has responsibility for the NA Revenue goal, which includes annual projections, annual corporate revenue strategy and the implementation of the corporate engagement strategy.
- Works closely with the CEO and the European partnership team to develop proposals and plans for specific private sector engagements.
- All revenue will initially be processed through the Belgian entity, with tax deductibility possible for US based donors.
- If successful, the position could evolve to a wider role of managing the WeForest charity (501C3) and provide local leadership for a US based team.

External

- Is responsible for the engagement of private sector partners, foundations and possibly support public grant applications to meet revenue targets.
- Pro-actively enhances the We Forest reputation and broadens the network and engagement base.
- Represents WF at relevant internal and external events and meetings to drive engagement.
- Activates our network of US based ambassadors and supporters.
- Participates in stakeholder and partner group meetings.
- Speaks at business-related events and conferences as requested.
- Perform other duties as assigned.

Educational Background

A Bachelor's degree is required, a Master's degree in a related field (e.g. MBA or Environmental Studies) is preferred.



Skills/Experience

- Highly inspired by our goal to make Earth a better, cooler place.
- Proven track record of delivering on revenue goals.
- 10 years experience in business development in relevant environments.
- Ability to operate with independence and collaboratively, under pressure, to meet deadlines and commitments.
- Strong interpersonal, communications and collaboration skills.
- Ability to work well in cross-functional teams, take coaching and able to mentor more junior team members at remote locations.
- Dynamic and alignment-building with internal stakeholder groups.
- Proven network development skills.
- International experience, native English and additional language preferred (Spanish).

How to Apply

Please send your complete application to recruitment@weforest.org (mentioning the job title in the subject of the email) which must include your resumé, motivation letter, 2 recent referees (who will only be contacted after selection stage). The position will remain open until a suitable candidate is selected.