

## Senior Partnership Manager, Philanthropy



- **Permanent contract**, as employee or consultant depending on country of residence
- **Location:** Benelux or UK preferred.
- Attractive package for a small size NGO
- Starting date: ASAP, job will remain open until a suitable candidate is found

### JOB SUMMARY

Global warming is one of the biggest challenges of our time and large-scale forest conservation & restoration will help reverse it.

The task is gigantic, yet it is feasible, and we know we cannot succeed alone: we have historically been funded by corporates (investments and donations) and have more recently become a trusted partner to a small group of Trusts and Foundations who value our holistic approach, practical experience, and transparency.

This is where your expertise comes in. You will nurture our current funders and lead the development of new partnerships with trusts and foundations (and family offices), focusing on grants primarily above €200,000.

Your proactive and driven nature means that you seek out opportunities, identify strategies to get results and can successfully gain the support of internal colleagues to achieve results.

It has become fundamental to our ability to scale our impact in also overlooked regions, to receive more and larger grants.

### MAIN RESPONSIBILITIES

In this role you will:

- Build and secure new funding: Research, develop and secure new sources of income from trusts and foundations, with a strong focus on funders with a potential to give €200,000+ grants and funding opportunities.
- Write outstanding funding communications, including proposals, presentations, and reports.
- Nurture relationships: Manage a portfolio of current foundation donors, building strong, strategic relationships and implementing creative engagement plans to grow opportunities and income.
- Build excellent internal working relationships to engage staff at all levels to coordinate donor engagement and manage prospective and existing donors effectively.

### REQUIRED SKILLS & QUALIFICATIONS

With a proven track record of building and maintaining/ managing successful income generation (6+figures) from philanthropic donors, you will also have:

- A passion for our mission, and experience in at least one of the following areas: climate change, nature-based solutions, international development and poverty alleviation
- Excellent planning, problem solving and organizational skills.
- Outstanding written and verbal communication; able to translate complex details into concise and impactful information (native speaker preferred)
- Experience of using a CRM/Salesforce is beneficial

And you are:

- Externally focused and proactive, with the energy and passion to engage people, negotiate and persuade.
- Organized and methodical to plan and deliver against a varied workload, managing competing priorities under your own initiative and to strict deadlines.

- Adaptable and flexible and have the confidence and credibility to work effectively with a wide range of high-level stakeholders.

### CONTEXT

WeForest is an international non-profit association headquartered in Belgium with the mission to conserve and restore the ecological integrity of forests and landscapes, engaging communities to implement and deliver lasting solutions for climate, nature and people. We promote science and best practices in a culture of sharing and inclusion, so that others can replicate and augment what we do.

### POSITION WITHIN WEFORREST

This position reports to the Director of Partnerships and works closely with operational staff to gain project knowledge and be able to nurture the trust required in long-term funding partnerships.

### HOW TO APPLY

Please apply by sending your application in English to [recruitment@weforest.org](mailto:recruitment@weforest.org) with your CV, a motivation letter and the contact of 2 recent references. Due to the anticipated high number of applicants, only shortlisted candidates will be contacted for an interview. We thank you in advance for your interest.

As Barack Obama said: "We are the first generation to feel the effect of climate change and the last generation who can do something about it."

If you feel up to the challenge, contact us!