

## Director of Global Growth

*Full-time | Reports to CEO | Location flexible*

WeForest is seeking a strategic and visionary **Director of Global Growth** to lead and expand our global fundraising and partnerships across **corporate, philanthropic, and institutional channels**. This leadership role is critical to ensuring the long-term financial sustainability required to deliver on our mission: restoring nature and supporting resilient communities.

Corporate partnerships have long been the backbone of our income model. The Director of Global Growth will build on this strength while strategically developing **philanthropy and institutional fundraising** as key pillars for future growth. You will oversee a growing team across **corporate engagement, individual giving, institutional fundraising**, as well as **Marketing and Sales Support**.

### Key Responsibilities

- Design and implement WeForest's global growth strategy in line with our 2030 ambitions
- Drive revenue generation across **corporate, philanthropic, and institutional** streams
- Lead and manage **Marketing and Sales Support** teams to ensure effective lead generation, CRM integrity, brand alignment, and reporting
- Set and track **KPIs and revenue targets** across fundraising and marketing functions
- Develop and maintain high-value relationships with funders: corporates, foundations, family offices, and public agencies
- Collaborate closely with in-country programme teams to co-create fundable proposals and support strategic partnerships
- Represent WeForest in high-level engagements, coalitions, and funding networks

### You Bring

- **Proven experience developing and managing successful fundraising or sales teams**, ideally in the climate, sustainability, or nature-based solutions space
- Strong track record in corporate partnerships, institutional fundraising, or philanthropy
- Familiarity with **SBTi, nature-positive strategies**, and private-sector ESG priorities
- Strategic leadership and operational management experience, including setting and delivering on KPIs
- Excellent interpersonal and communication skills
- Deep commitment to climate action, ecological restoration, and community impact

**This is your opportunity to lead the growth of one of the most respected organizations in nature-based climate solutions—and build a legacy for people and the planet.**