

Senior Manager, Philanthropy

- **Permanent contract**, as employee or consultant depending on country of residence
- **Location:** Anywhere – European timezone preferred
- **Reports to:** Director of Partnerships and Communications
- **Attractive package** for a small size NGO
- **Starting date:** ASAP; job will remain open until a suitable candidate is found

JOB SUMMARY

Protecting and restoring forests and landscapes hold the key to reversing our double planetary crisis: climate change and biodiversity loss.

We collaborate with local communities, government bodies and research organisations and today we are one of the 'go-to' non-profit partners for businesses taking action for climate and nature, because of our practical experience, technical credibility and boots on the ground: over two thirds of our staff work in the field. To date, we have 49 000 hectares under restoration, over 61 million trees growing, 527 native species regenerating and over 60 000 families engaged through employment, training and income generation.

We have become a trusted partner to a small group of trusts, foundations and individuals who believe in our mission and value our holistic approach, practical experience, and transparency. We need to scale up our philanthropic partnerships with like-minded organization and individuals that share our vision.

This is where your expertise comes in. Working closely with the Director of Partnerships, you will take a leading role to nurture our current funders and drive the development of new philanthropic partnerships with trusts, foundations and family offices to significantly increase new programme funding.

MAIN RESPONSIBILITIES

In this role you will:

- Identify, research and develop new sources of income from trusts, foundations and family offices.
- Develop and implement strategic approaches to build relationships.
- Write compelling funding communications including proposals, presentations, and reports. Collaborate with the communication team to develop compelling external content for the donor community that raises awareness of our work, inspires and engages.
- Nurture relationships: Manage a portfolio of current foundation donors, building strong, strategic relationships and implementing creative engagement plans to grow opportunities and income, including field visits where necessary.
- Develop and maintain strong relationships with programme staff to manage project budgets and activities, learn about programmatic developments, and drive forward programmatic growth goals by matching with funding opportunities
- Ensure all deadlines are met; monitor and ensure our compliance with grant requirements.
- Actively participate in internal planning and objective-setting processes.

REQUIRED SKILLS & QUALIFICATIONS

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

- A passion for our mission, and experience in at least one of the following areas: climate change, nature-based solutions, wildlife conservation, international development and/or 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 English speaker preferred).
- Experience of using a CRM/Salesforce is beneficial but not essential.

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.

HOW TO APPLY

Please apply by sending your application in English to 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!