

Corporate Partnerships Manager

Position: Full Time, Permanent Contract

Package: Competitive package for an NGO, with salary based on experience and location

Location: Hybrid; Belgium, Europe or UK (within commuting distance to Brussels preferred)

Reporting to: Head of Corporate Partnerships

Travel: The role will require occasional travel for events and partner meetings

Job Purpose

The Corporate Partnerships Manager will play a pivotal role in expanding WeForest's partnerships with corporations that are committed to sustainability, climate action, biodiversity, and nature restoration.

In close collaboration with local communities, WeForest restores degraded landscapes in Africa and Latin America, demonstrating that well-planned, holistic forest restoration can help address today's greatest challenges: climate change, biodiversity loss, and sustainable livelihoods. This role will ensure that our corporate partnerships directly support these objectives, engaging companies to invest in nature-based solutions that create measurable climate and ecological impact.

Working within the Fundraising team, and in collaboration with Programs, Marketing and Communications, and Finance, you will develop and manage long-term, high-value relationships with corporations that seek to contribute to our mission. This is an exciting opportunity for someone passionate about nature restoration and conservation and skilled in translating corporate sustainability, nature and climate goals into impactful partnerships.

Main Responsibilities

Partnership Development & Fundraising

- Identify, solicit, cultivate and steward new corporate partnerships committed to climate, biodiversity, and restoration goals in support of WeForest's mission and fundraising goals.
- Develop and deliver compelling, tailored partnership proposals to Executive Leadership teams that connect corporate sustainability strategies with WeForest projects, in line with programmatic priorities.



- Secure multi-year partnerships, delivering significant (>\$1M) financial contributions that fund nature restoration and support local communities.
- Contribute to achieving annual corporate fundraising targets, growing a diverse, resilient and sustainable portfolio of funding partners.
- Lead contract negotiations, ensuring partnership agreements align with WeForest's ethical standards, values, and compliance requirements.
- Partner with finance to build comprehensive deal models that ensure WeForest is funding our programs within pricing and volumetric guidelines
- In partnership with the Head of Marketing & Communications, execute communication and impact reporting for priority partnerships.

Account Management & Stewardship

- Manage and nurture existing corporate partnerships to ensure fundraiser satisfaction, secure long-term collaboration and growth in fundraising opportunities.
- Provide compelling impact reports and storytelling that highlight ecological, social, and climate benefits of WeForest projects.
- Serve as the trusted liaison between corporate partners and internal teams, ensuring seamless delivery of commitments.

Market & Strategic Insights

- Monitor trends in corporate sustainability (e.g., ESG, SBTi, nature-positive and biodiversity reporting).
- Understand developments in carbon and biodiversity markets, corporate climate disclosure, and natural capital markets, applying this knowledge to strengthen partnership strategies.
- Support the design of new corporate-facing offerings and solution narratives.

Internal Collaboration & Processes

- Coordinate cross-functionally with Programs teams to align partnerships with field-based realities and ensure credible impact claims.
- Work with Finance and Marketing & Communications to deliver accurate proposals, contracts, and communication.
- Maintain accurate partnership data in Salesforce and contribute to performance reporting.

Must-Have Qualifications

Functional Experience:

- Demonstrated track record of effective partnership building and proven ability to engage external partners and stakeholders in the private sector with 5+ years of experience in corporate fundraising, partnerships, or business development.
- Demonstrated track record of securing and managing high-value, multi-million Euro partnerships, ideally within an INGO, conservation, or environmental sustainability context.
- Experience developing proposals, structuring agreements, and stewarding corporate partnerships.
- Demonstrable experience in end-to-end pipeline management, from prospecting and lead generation through to deal negotiation and closure.

Sector Experience:

- Strong knowledge of conservation, restoration, and/or nature-based solutions.
- Familiarity with forest and landscape restoration, biodiversity, carbon accounting, or corporate sustainability reporting.
- Strong network and relationships with peer and adjacent industry organizations.
- Understanding of how corporate climate strategies intersect with nature restoration and community-based conservation outcomes.

Skills & Competencies:

- Exceptional relationship-building skills; ability to engage confidently with senior corporate sustainability leaders.
- Superb written and verbal communication skills with high attention to detail.
- Ability to effectively communicate complex information to a diverse audience.
- Analytical mindset with the ability to align corporate needs to ecological and social impact.
- Strong project management, organisational skills, and proficiency with CRM and pipeline management systems (e.g., Salesforce, Pipedrive, etc).
- Fluent in English; additional European languages (Dutch, French, or Spanish) are a strong asset.



Education

- Degree in Environmental Studies, Ecology, Business, Sustainability, or related field is preferred but not required
- Other degrees considered include Economics, Finance, Management and other business-related fields

How to Apply

Please send your complete application (including a CV, motivation letter and 2 recent references) to recruitment@weforest.org by December 16th, 2025. Due to the anticipated high number of applicants, only shortlisted candidates will be contacted for an interview.

Our Commitment to Values & Diversity

At WeForest, we live by our values of collaboration, courage, excellence, integrity, passion, and transparency. We are committed to diversity and inclusion and encourage applicants from all backgrounds to apply.