

Senior Manager Philanthropy

WeForest asbl/vzw (non-profit)
Position based in Belgium HQ/London/Amsterdam
Full-time contract (employee or Consultant)

CONTEXT

WeForest is an international non-profit association headquartered in Belgium and with current projects in Brazil, Ethiopia, India, Malawi, Senegal, Tanzania, and Zambia.

Our mission is 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, engaging international brands and their millions of customers to act.

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

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.

YOUR ROLE

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.

MAIN RESPONSIBILITIES

- 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

- 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.
- A proven track record of building and maintaining/ managing successful income generation (6+figures) from philanthropic donors.
- With excellent people skills, you are adaptable and flexible and have the confidence and credibility to work effectively with a wide range of high-level stakeholders.
- Excellent planning, problem solving and organizational skills.
- A native English speaker, you have outstanding written and verbal communication; able to translate complex details into concise and impactful information.
- Externally focused and proactive attitude, with the energy and passion to engage people, negotiate and persuade.
- Organized and methodical approach to plan and deliver against a varied workload, managing competing priorities under your own initiative and to strict deadlines.
- Experience of using a CRM/Salesforce is beneficial.



HOW TO APPLY

Please send applications in English to recruitment@weforest.org with your CV, a motivation letter and the contact of 2 recent references by December 31st, 2021. 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.