

Position:	Manager Partnerships and Fundraiser
Organisation:	Max Foundation
Location:	Amsterdam
Number of hours per week:	32 hours

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***“We are searching for an energetic and ambitious Manager Partnerships and Fundraiser who combines a talent for maintaining relationships with a pro-active approach to new donors”***

### **What does Max Foundation do?**

Max Foundation is an ambitious and fast-growing Dutch based non-profit organization founded by Steven and Joke Le Poole following the death of their son Max. Max Foundation believes that no child should die from easily preventable diseases and aims to provide a healthy future for as many children as possible in the most effective and sustainable way. Business, transparency and thinking in terms of returns are our core values. Max Foundation strives for efficiency - the maximum value for money spent. When it comes to determining how we work and what we do, we ask ourselves: what is the most efficient and effective way?

The organisation is growing fast, last year we doubled our income and team and in 2020 we started operating in Ethiopia. Over the years we have developed our unique integrated Healthy Village approach in which we combine the thematic areas of safe water, sanitation and hygiene, nutrition and care. We have reached more than 3 million people with our programmes in Bangladesh, Ethiopia, and Nepal. We strongly believe in working in partnerships, as together we can achieve more. We also set up a social water enterprise with a mission to build and operate mini-grids for piped water supply to households in Bangladesh. We provide 24/7 supply of safe, affordable and running water at home. To date our impact has been to connect 1,500 households to our water grids.

### **The role**

The employment of the Manager Partnership and Fundraiser is key to shape the organization's future direction and success. Your main responsibility is building relationships with active donors (foundations, corporates and major donors) and attracting new donors, focusing on the Dutch market. You will lead the development and the implementation of the donors action plan (from prospecting to proposals) to achieve substantial financial growth for Max Foundation. You'll directly report to the Director and will work closely together with the rest of the Max team.

### **Other responsibilities include:**

- Develop and implement a plan for the cultivation and stewardship of foundations, corporate and major donors.

- Create a suite of fundraising propositions for private foundations, corporate (foundations) and major donors.
- Lead donors through the donor journey.
- Identify new business opportunities for foundations and corporates.
- Write inspiring and engaging proposals and applications to secure support.
- Representing and 'selling' Max Foundation at events, meetings etc

## **Profile of the ' ideal candidate'**

### **Education and experience**

We are looking for a highly ambitious and motivated fundraiser with a university level education with five years work experience; preferably in a commercial role for a company or with fundraising experience in a non-for profit organisation.

### **Skills required**

You will need to be able to combine a talent for building relations with excellent network skills and translate plans into action (Thinking, Sharing and Acting)

### **Essential characteristics**

- Charismatic relationship manager with guts and strong interest in motivating and inspiring others.
- You are a self-starter and proactive, creative, a networker, sharp negotiator, excellent in building and managing relationships and representative.
- Natural feel for researching, writing and securing income through the development of creative proposals.
- Your effective communication and networking skills as well as the ability to work proactively and autonomously will point to your success.
- Understanding of the key factors for success for fundraising (from foundation, major donors and corporates) is preferred.
- Attention to detail and integrity are important for this position.
- Excellent written and verbal skills in Dutch (native) and English and preferably familiar with the Dutch not-for-profit funding environment.
- Intercultural sensitivity and communication skills

## **Application**

If you are interested in a challenging job at a dynamic organization where everyone works with their heart and head to achieve maximum impact, send your written application, together with a CV, to [jobs@maxfoundation.nl](mailto:jobs@maxfoundation.nl) regarding vacancy/Manager Partnership and Fundraiser. Remuneration will be according "Regeling Beloning Goede Doelen Nederland", scale 11.

For more information please go to [www.maxfoundation.org](http://www.maxfoundation.org) or contact Joke Le Poole, M. +31 624505000. You can send your application (in English), no later than **15<sup>th</sup> of October**, to [jobs@maxfoundation.nl](mailto:jobs@maxfoundation.nl).