



Corporate Partnerships: New Business Development Lead

(1 year FTC – Potential to extend)

We are seeking a New Business Lead within our dynamic and ambitious Corporate Fundraising team that is based in Hilversum, Netherlands. We would like to hear from candidates with global experience and a proven track record in developing new fundraising partnerships and winning new business across multiple regions.

More specific you will be responsible for:

- Pipeline Building, seeking out, establishing and growing new donor relationships
- Securing and conducting corporate prospect/donor meetings
- Building incremental long-term relationships and revenue with corporate partners
- Identifying new funding opportunities and gaps in partner support and create a prospect pipeline to drive new business development.
- Exceeding annual fundraising goals
- Innovating to find new and better ways of underwriting and executing Make-A-Wish International's mission
- Team Support in Pipeline Building & Revenue Targets
- International Partnership Development
- Corporate Event Project Development

Our people at Make-A-Wish® International, working from all over the world, live and breathe our core values: Child Focus, Integrity, Impact, Innovation, and Community.

Requirements

- Must believe in the mission and vision of the Make-A-Wish Foundation.
- Experienced in securing long-term high value partnerships in either the charity or the commercial sector, worth over \$500,000 USD
- Experienced working towards financial targets & leading team sales pipelines
- An excellent negotiator with influencing and problem-solving skills
- An excellent relationship developer and team player
- Entrepreneurial mindset in building donor portfolios.
- Proven experience in results-oriented relationship management, networking, marketing and intelligence gathering.
- An English speaker with experience working with diverse cultures & across multiple time zones
- An individual with the ability to organize their work, lead collaborative initiatives (inside and outside the charity,) and a willingness to undertake tasks to support the entire organisation;

- An individual with strategic and operational experience of working at a senior leadership level, with a track record of working collaboratively across multiple organisations to deliver organisational strategy and plans.
- A flexible, adaptable person, driven to make positive change in an international non-profit organisation for children living with critical illnesses across the globe;
- Preferably located close to our Make-A-Wish® International Office, Hilversum, Netherlands.

Other skills and experience that you will bring:

- International experience and exposure to different cultures and a strong drive to advocate and support diversity and inclusion;
- Ability to travel for job-related duties as needed;
- Good written and verbal communication & presentation skills.
- Good knowledge of operating systems, Salesforce, Windows and IOS;
- Innovative, open-minded, results-driven mindset;
- Ability to work with minimal supervision, to manage multiple priorities, and to work in a deadline driven environment.
- Independent, empathetic, outgoing, and resilient with a willingness and ability to work flexible hours as needed with a positive attitude and love for the Make-A-Wish mission.

What we offer:

- Competitive salary with incentive potential
- Becoming part of an organization with a strong mission and a purpose, possibility of further career opportunities
- Collaborative colleagues based in different countries all over the world that live by our values
- An informal, fun, and inclusive culture with a social atmosphere
- Hybrid or Remote working
- Trust-based working culture with a lot of flexibility and the possibility to work remotely or to come to the office in Hilversum, the Netherlands (in case you reside in the NL)
- Attention for your wellbeing, all-staff meetings and other (virtual) events that help you to feel engaged and connected
- A 40-hour working week
- Holiday pay
- 25 days of paid leave annually (plus public holidays)
- Pension contribution
- Reimbursement of travel expenses

At Make-A-Wish® International, we believe that diversity and inclusion are essential to creating a strong and thriving workplace. We welcome and value people from all backgrounds and perspectives, and we strive to foster a culture that celebrates diversity and promotes equality.

About Make-A-Wish® International

Make-A-Wish® creates life-changing wishes for children with critical illnesses. We seek to bring every eligible child's wish to life because a wish is an integral part of a child's treatment journey. Research

shows children who have wishes granted can build the physical and emotional strength they need to fight their illness. Make-A-Wish is the world's leading children's wish-granting organization, serving children in more than 50 countries worldwide. Since 1980, Make-A-Wish has granted more than 500,000 wishes to children. For more information about Make-A-Wish International, visit worldwish.org.

HOW TO APPLY

Please apply to HR@worldwish.org by sending:

- your CV (no more than 2 pages)
- a covering letter stating relevant achievements, why you are passionate about working for Make-A-Wish® International, how you meet the requirements for the role and what you will bring to it (no longer than 600 words).

Our selection process and timeline:

Selections and interviews on a rolling basis!

Do you have any questions? Please feel free to reach out to our Corporate Alliances team corporatealliances@worldwish.org

NOTE: No recruitment agencies/consultants please - thank you