



## Corporate Partnerships Manager

### Fundraising – Strategic Partnerships – International

Make-A-Wish International is looking for a Corporate Partnerships Manager to join our team, based in Hilversum, The Netherlands. The role will deliver key activities as part of our corporate partnerships programme. We would like to hear from candidates with fundraising / account management and a proven track record in growing collaborations and partnerships. We're looking for candidates who have experience in uplifting opportunities with existing accounts and managing complex projects.

- **Location** – Hybrid position. Preference to be at our Make-A-Wish International Office, Hilversum, Netherlands. Other locations may be considered.
- **Fixed Term Contract** – 1 year as per policy with likely extension based on performance.

### MAKE-A-WISH INTERNATIONAL

Make-A-Wish creates life-changing wishes for children with critical illnesses. Founded in 1980, Make-A-Wish is the world's leading children's wish-granting organization, having granted more than 585,000 wishes in 50 countries worldwide. Every 25 seconds, a child is diagnosed with a critical illness and becomes eligible for a wish. Together with generous donors, supporters, staff and more than 27,000 volunteers around the globe, Make-A-Wish delivers joy and renewed strength to children and their families when they need it most. Wish experiences can restore the childhood stolen by a critical illness diagnosis and help improve emotional and physical health. For more information about Make-A-Wish International, visit <https://worldwish.org>

### POSITION SUMMARY:

This position will be responsible for the management and delivery of key corporate partnerships to raise funds and awareness for Make-A-Wish International and our network of Affiliates. The individual will provide support to encourage the long-term strategic growth of these collaborations, establishing strong working relationships with all stakeholders.

In collaboration with the Make-A-Wish International Corporate Partnerships team, the individual will also research and identify unique new business funding opportunities. They will help craft and execute

effective new business strategies to engage companies. The individual will join a small but ambitious fundraising team and wider department.

## POSITION RESPONSIBILITIES:

- ★ To maximise income and awareness of our partnership programme.
- ★ Establish strong relationships and ways of working with Make-A-Wish Affiliates to deliver partnership activity.
- ★ Develop and deliver engagement plans to motivate key stakeholders at every level.
- ★ Strategically manage and generate a global corporate pipeline of \$1,500,000+ of existing and new business development through opportunities that can include cause marketing, sponsorship, employee engagement, in-kind donations, and corporate philanthropy.
- ★ Design, develop and deliver campaigns and activations to drive fundraising.
- ★ Support on all key partnership objectives, including delivering financial targets, budget management, comms planning, as well as renewal plans to drive partnership retention.
- ★ Identify and develop strong partnership storytelling opportunities.
- ★ Represent Make-A-Wish at internal and external partner meetings and events.
- ★ Research, qualify and generate leads and prospects to secure new high value, multi-year corporate opportunities.
- ★ Identify and create added value opportunities with corporate contacts, which leverage both financial and non-financial benefits for Make-A-Wish.
- ★ Create proposals and driving the customization of sales materials for corporate sponsorship pitches.
- ★ Feed into the design and execution of a strategy to grow existing partnerships and new partnership opportunities.
- ★ Continuously stay engaged with the Make-A-Wish International network to understand the funding opportunities for corporate targets.
- ★ Develop toolkits to manage partners more effectively.
- ★ Prepare materials, reports and stewardship support for corporate partnerships.
- ★ Negotiate and renew contracts for licensing, cause-related marketing, workplace giving and in-kind programs.
- ★ Additional duties as assigned.

## QUALIFICATIONS AND EXPERIENCE

- ★ Educated to degree level or equivalent work experience.
- ★ At least three/four years of progressive experience working in fundraising, partnership development, project management, marketing and communications, sales or account management roles.
- ★ Experience managing and developing strong donor/client relationships.
- ★ Track record of winning and delivering significant new partnerships or renewing complex partnership and securing growth. (\$100,000+)

- ★ Demonstrated experience in managing a prospect pipeline while implementing strategies to reach and surpass revenue goals.
- ★ Detailed understanding of the private sector, Sustainability, CSR and corporate philanthropy, as well as the not-for-profit sector.
- ★ Excellent relationship building skills, able to successfully engage and influence people at all levels from a multitude of disciplines.
- ★ Strong ability to verbally present information about projects to a range of audiences in an inspiring and confident way.
- ★ English-speaking required, multiple languages a plus.
- ★ Excellent written and verbal communication skills, public speaking and presentation skills.
- ★ Inventive, independent, outgoing and resilient. With a willingness and ability to work flexible hours as needed.
- ★ Ability to work well within a team as well as working on your own initiative.
- ★ Computer skills with a working familiarity of Microsoft Office and database management software, preferably Salesforce.
- ★ Ability to travel for job-related duties as needed.
- ★ Able to handle multiple projects under pressure.
- ★ Positive attitude and appreciation of the Make-A-Wish mission.

## WHAT WE OFFER

- ★ A 40-hour working week.
- ★ 25 days of paid leave annually (plus public holidays)
- ★ Hybrid work environment (2 days in-office, 3 days remote per week if based in the Netherlands) with occasional requirements to work outside of regular office hours.
- ★ Reimbursement of travel expenses
- ★ Pension contribution
- ★ Salary Circa - €42,000 - €45,000 - per annum (€3,500 – €3,750) based on full time employment and knowledge and work experience.

## HOW TO APPLY

Please email Make-A-Wish International HR ([hr@worldwish.org](mailto:hr@worldwish.org)) **no later than 9pm CEST 31<sup>st</sup> of August 2024, sharing:**

- Your CV (no more than 2 pages)
- A covering letter stating why you would like to work for Make-A-Wish international and how you meet the role description criteria.
- Please note only applications with these two documents will be considered.

**NOTE:** Make-A-Wish International will be reviewing applications on a rolling basis and reserves the right to close the vacancy if a successful candidate is identified prior to the closing date.

**NO RECRUITMENT AGENCIES / CONSULTANTS** - thank you.

## APPLICATION PROCESS

The interview process will include a first-round interview with competency-based questions.

The second round will include a task related to corporate partnership account development and growth.

Make-A-Wish International is an Equal Opportunity Employer. There shall be no discrimination on the basis of age, disability, sex, race, religion or belief, gender reassignment, marriage/civil partnership, pregnancy/maternity, or sexual orientation.

We are an inclusive organization and actively promote equality of opportunity for all with the right mix of talent, skills and potential. We welcome all applications from a wide range of candidates. Selection for roles will be based on individual merit alone.

We provide reasonable adjustments to qualified individuals with disabilities, in accordance with applicable laws. If you need to inquire about an accommodation, or need assistance with completing the application process, please email [alix@worldwish.org](mailto:alix@worldwish.org)