



## ANDEAN CORPORATE DEVELOPMENT MANAGER MAKE-A-WISH INTERNATIONAL

**Location:** Preferably based in Colombia (hybrid)

**Region Covered:** Panama, Colombia, Peru, and Chile

**Reports to:** Regional Director Latin America, with dotted-line collaboration to the International Fundraising Team

**Functional Collaboration:** International Corporate Fundraising & Affiliate Support Team, Affiliate Fundraisers

**Contract Type:** Fixed Term contract – 1 year as per policy (pilot phase, renewable based on results).

**Fulltime salary:** Circa COP 7.500.000–COP 8.000.000 per month, based on knowledge and work experience

**Travel:** Willingness to travel as required for the role

**Desired Start:** Q2 2026.

## 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 615,000 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>

## WHO WERE LOOKING FOR

The **Andean Corporate Development Manager** will lead the first regional pilot under the Extended Regional Support (ERS) initiative, designed to strengthen corporate fundraising across the Andean Affiliates of Make-A-Wish International (Colombia, Peru, Chile and Panama).

This role will bridge international fundraising strategy and local implementation by developing regional partnerships, transferring knowledge, and supporting Affiliates in building sustainable corporate income streams. The manager is a leader in corporate-wide efforts to realize the full revenue potential of Make-A-Wish.

The ideal candidate combines **strategic fundraising expertise, business development, regional understanding, and a collaborative mindset**, capable of aligning multiple stakeholders under a shared vision.

### Key Responsibilities:

#### 1. Regional Partnership Development

- Identify, cultivate, and secure **regional and multi-country corporate partnerships** that align with Make-A-Wish's mission and global priorities.
- Manage a portfolio of **corporate prospects** with potential presence in two or more Andean countries.
- Coordinate with the **International Corporate Alliances Team** for alignment on prospecting strategy, global accounts and reporting.

#### 2. Affiliate Support & Capacity Building

- Provide **one-on-one and group support** to Affiliate fundraisers in corporate prospecting, proposal writing, and partnership stewardship.
- Facilitate **knowledge transfer** through toolkits, templates, and case studies.
- Organize at least **three regional fundraising training sessions** per year.



### 3. Strategic Alignment & Communication

- Ensure alignment between **regional corporate fundraising activities** and **global fundraising strategy**.
- Serve as a **liaison** between the Andean Affiliates, Regional Director, and International Fundraising Team.
- Contribute to the development of **regional reports, dashboards, and fundraising insights**.

### 4. Monitoring & Reporting

- Track and evaluate partnership performance and Affiliate engagement.
- Deliver **monthly progress reports** and maintain consistent documentation in Salesforce.

## CANDIDATE PROFILE

### Essential:

- 3+ years of experience in **corporate fundraising, partnership management, and business development**, ideally within the nonprofit, CSR, or international development sectors.
- Bachelor's degree in Non-Profit Management, Marketing, Communication, Business or related field.
- Proven ability to research, identify, and generate leads, prospects, and opportunities to secure new integrated, high-value, regional or multi-country corporate partnerships, and achieve targets against agreed income, including closing multiple corporate gifts at the \$10K+ level while achieving revenue goals of \$500K+
- Demonstrated track record of effective revenue generation through creating compelling proposals, driving the customization of sales materials for corporate sponsorship pitches and developing customized business plans; and ability to advance the capability, capacity and confidence of others to achieve the same.
- Excellent relationship-building, negotiation and communication skills in **English and Spanish**.
- Strategic thinker with strong project management and reporting skills.
- Experience working across diverse cultural contexts and within matrixed organizations.
- Proficiency in CRM (Salesforce) and standard operating systems (Windows).

### Desirable:

- Previous experience in international NGOs or federated network models.
- Understanding CSR and ESG trends in Latin America.
- Knowledge of Make-A-Wish or child-focused nonprofit work.

### Personal Attributes:

- Passionate about the mission and values of Make-A-Wish.
- Collaborative, empathetic, and adaptable.
- Self-driven with strong accountability and follow-through.
- Skilled at navigating ambiguity and informal environments.
- Ability to thrive in a remote work environment.
- Working in Fundraising and across time zones may require work outside a traditional Monday – Friday work week, and outside normal business hours.



## HOW TO APPLY

Please email Make-A-Wish International HR ([hr@worldwish.org](mailto:hr@worldwish.org)) **no later than Wednesday 31st January 2026** 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 in English 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

**Interview dates: as from 9th February 2026** via video conferencing (MS Teams)

Successfully shortlisted candidates will be contacted for an initial screening phone conversation. Successful candidates will then be invited to first-round interviews via video conferencing (MS Teams). Following rounds might include a case study and/or assessment.

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. 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 [hr@worldwish.org](mailto:hr@worldwish.org).

