

Job Announcement



Business Development Manager - Building with Nature Asia

The deadline for application is 10th September 2023

Location:	Netherlands (preferred), UK, Italy, Belgium, Germany, Spain, France, Delhi, Kuala Lumpur, Manila, or Bogor.
Reporting to:	Programme Head
Monthly salary:	€4,414 – €7,371 EUR
Contract type:	Fixed term contract for one year, with expectation of extension
Working hours:	Full-time
Candidate level:	Experience non-manager

Background

At [Wetlands International](#), we are dedicated to safeguarding and restoring wetlands so that these unique habitats are treasured and nurtured for their beauty, the life they support and the resources they provide. We work to conserve and restore diverse wetland systems in all parts of the world, including mangroves, peatlands, and freshwater wetlands. To make a global difference, we seek to inspire and mobilise society to act and influence levers of change.

In our Coasts and Deltas work, we have developed a diverse and expanding portfolio of projects and programmes on a global scale. Our Coasts and Deltas team stood at the basis of the [Global Mangrove Alliance](#) and the [Global Mangrove Watch](#), paving the way for the ambitious [Mangrove Breakthrough](#) call for action with the UN Climate Champions. Furthermore, we played a central role in the Building with Nature Indonesia programme that won a UN World Restoration Flagship Award. This successful programme stood at the basis of [Building with Nature Asia](#). This groundbreaking and long-term initiative, developed with a network of public and private sector partners, promotes large-scale adoption of nature-based solutions in water engineering across Asia, focusing on both rural and urban environments.

Concretely, with government partners from 5 target countries, we are developing dedicated national programmes and regional thematic work packages on science, policy, communications and capacity building. This initiative addresses barriers to adopting nature-based solutions and stimulates multi-billion Euro investment in tangible propositions for Building with Nature.

Purpose of role

The Business Development Manager - Building with Nature Asia will facilitate resource mobilisation for the Building with Nature Asia programme. The Business Development Manager will collaborate with Resource Development staff and Heads of Office to achieve a fundraising target of €30 - 50 M EUR for a five-year programme phase. This includes developing a comprehensive fundraising strategy, establishing and nurturing relationships with bilateral and multilateral funding agencies, organising donor dialogues, and ensuring active participation and support from Building with Nature Asia partners. Close coordination with the Communications and Advocacy team across the network organisation will also be a key aspect of this role.

Primary responsibilities

- Develop a comprehensive business development plan and fundraising strategy to mobilise support for Building with Nature Asia. This includes strategising for individual geographic and thematic programme components.
- Take charge of overseeing and driving the proposal development processes, ensuring effective coordination and buy-in from core partners involved in the programme.
- Conduct donor scoping activities to identify potential supporters and establish effective strategies for engaging with them.
- Establish and cultivate a network with bilateral and multilateral donor agencies, as well as financial and investment institutions in Asia and globally, particularly those with an interest in green infrastructure.
- Organise dialogues and engagement sessions with donors and investors from both the public and private sectors. These sessions will serve to pitch the Building with Nature Asia programme and generate invitations for proposals related to specific programme components such as knowledge development, demonstration projects, and training programmes.
- Act as the primary liaison representing the Building with Nature Asia programme towards relevant donor and finance institutions, facilitating effective communication and collaboration.
- Manage available seed finance to support the initial development of the Building with Nature Asia programme.

Profile

The Business Development Manager will play a pivotal role as an entrepreneurial matchmaker, leveraging their extensive working experience in Asia. With exceptional networking abilities, adept donor and partner stewardship skills, and a proven track record in securing multimillion Euro budgets

for innovative projects in the domains of environment, development, and/or engineering, this role is instrumental in driving the success of the Building with Nature Asia initiative.

The Business Development Manager should possess a well-established and active network among donor agencies and investors. Their expertise lies in developing compelling business cases and fundraising strategies, leading to successful acquisition of funds from both public and private donors and investors.

This role requires an outstanding relationship manager and collaborative team player, the Business Development Manager will bring experience in coordinating processes within complex partnerships that span across diverse cultures and disciplines. Their skill set should enable effective communication and coordination, ensuring seamless collaboration and synergy among stakeholders.

Overall, the Business Development Manager needs a combination of entrepreneurial spirit, extensive experience, networking prowess, fundraising expertise, relationship management skills, and the ability to navigate complex partnerships to contribute significantly to the success of the programme.

Skills and experience

- M.Sc., qualification in a relevant discipline (economics, environmental science, engineering).
- At least 10 years experience and a positive track record in business development, programme development and fundraising.
- An extensive, active network of bi- and multilateral donor agencies (national foreign aid departments, climate funds, private foundations) and investors (development banks, private finance) and a proven track record of successful acquisitions.
- Up to date knowledge and insights on key developments in the fields of development and climate finance and investments in the infrastructure sector.
- An experienced communicator and champion who can confidently pitch the Building with Nature vision and programme to different target audiences.
- Extensive working experience in Asia and knowledge of the socio-economic, political, and cultural context of the region is preferred.
- Excellent interpersonal skills and experience with working in multidisciplinary and multicultural environments.
- Willingness and ability to travel regularly.
- Active network among public and private institutions involved in the domain of nature-based solutions.
- Written and oral command of one or more of the languages in the target countries (China, India, Indonesia, Malaysia, and the Philippines).

Core Competencies

- An entrepreneur who transforms innovative ideas into actions that achieve business or people results.

- Networking / Relationship Building. Building and actively maintaining working relationships and/or networks of contacts to further the organisation's goals
- Initiative/Pro-Active. Identifying and dealing with issues proactively and persistently; seizing opportunities that arise
- Planning and organising skills, an individual who adapts to large, complex and/or frequent changes. Ability to get things done under pressure (result oriented), while maintaining oversight and planning.

To apply for the post

To apply for this role, please submit a copy of your CV/resume and a cover letter outlining your interest in the role and how you fulfil the requirements set out in the job announcement by clicking on the following [link](#).

Please contact Ruth Gardner at ruth@darylupsall.com for any queries you may have.

The deadline for application is 10th September 2023
Interviews will take place remotely.

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Daryl Upsall International actively promotes equality, diversity and inclusion. In recruiting candidates, we seek candidates with the proven skills required, irrespective of race, gender, religion or belief, age, disability or sexual orientation.