



## Corporate Partnerships Manager & New Business Manager

### Fundraising – Strategic Partnerships – Business Development – International

Make-A-Wish is seeking two dynamic individuals to join our team: a Corporate Partnerships Manager and a New Business Manager. Both roles are crucial for raising funds and awareness for Make-A-Wish International and our network of Affiliates. The Corporate Partnerships Manager will focus on the management and delivery of key corporate partnerships, encouraging long-term strategic growth and establishing strong working relationships with all stakeholders. The New Business Manager will be responsible for generating leads and securing high-value, multi-year corporate partnerships, managing a \$1,500,000+ global pipeline, and developing new revenue streams. Both individuals will join a small but ambitious fundraising team and wider department.

- **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.
- **Salary** - €42,000 - €45,000 - per annum (€3,500 – €3,750) based on full time employment and knowledge and work experience.

### POSITION RESPONSIBILITIES – Corporate Partnerships Manager:

Strategically manage existing partners and their growth through opportunities that can include cause related marketing, sponsorship, employee fundraising, in-kind donations, and corporate philanthropy.

Design, develop, and deliver campaigns and activations to drive fundraising.

Support all key partnership objectives, including delivering financial targets, budget management, communications planning, and renewal plans to drive partnership retention.

Develop toolkits to manage partners more effectively and prepare materials, reports, and stewardship support for corporate partnerships, engaging stakeholders at every level.

Negotiate renewal of partner contracts.

Represent Make-A-Wish at internal and external partner meetings and events.

Feed into the design and execution of a strategy to grow partnership opportunities.

Establish strong relationships and ways of working with Make-A-Wish affiliates and network to deliver partnership activity and understand funding opportunities for corporate targets.

## POSITION RESPONSIBILITIES – New Business Manager:

Strategically manage and generate a global corporate pipeline of \$1,500,000+ of new business development through opportunities that can include cause marketing, sponsorship, employee engagement, in-kind donations, and corporate philanthropy.

Research, identify, and generate leads, prospects, and opportunities to secure new integrated, high-value, multi-year corporate partnerships, and achieve targets against agreed income.

Create proposals and drive the customization of sales materials for corporate sponsorship pitches and develop customized business plans.

Negotiate contracts for licensing, cause-related marketing, workplace giving, and in-kind programs with international corporate clients.

Implement innovative sales strategies to drive business development, and feed into the design and execution of the overall fundraising strategy.

Establish relationships with affiliates and executive network to coordinate sales activity, target list as well as understand the priority funding opportunities for corporate targets.

Secure and plan corporate meetings, as well as attend external partner and networking events.

## QUALIFICATIONS AND EXPERIENCE

Educated to degree level or equivalent work experience.

At least three/four years of progressive experience in fundraising, partnership development, sales, account management project management, or marketing and communications.

Proven track record of winning and delivering significant new partnerships or renewing complex partnerships and securing growth (\$100,000+).

Demonstrated experience in managing a prospect pipeline and implementing strategies to reach and surpass revenue goals.

Experience managing and developing strong donor/client relationships with a proven ability to prospect, cultivate, engage, and retain corporate partners.

Detailed understanding of the private sector, Sustainability, CSR, and corporate philanthropy, as well as the not-for-profit sector.

Ability to work well under pressure, manage a high-volume workload, and handle multiple demands and changing priorities.

Excellent relationship-building skills, able to successfully engage and influence people at all levels from various disciplines.

Strong verbal and written communication skills, including public speaking and presentation abilities.

Innovative, open-minded, results-driven mindset and resilient with the ability to work flexible hours as needed.

English-speaking required; multiple languages a plus.

Proficiency in operating systems such as Salesforce, Windows, and IOS.

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 30<sup>th</sup> September, 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 [hr@worldwish.org](mailto:hr@worldwish.org)

## 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. For more information about Make-A-Wish International, visit <https://worldwish.org>