

## Vacancy

# Business Developer (Dutch speaking)

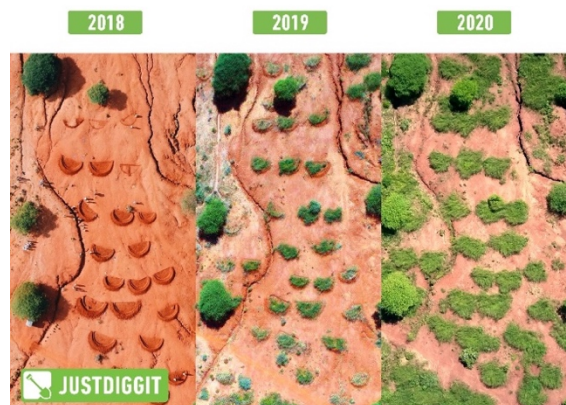
**Location: Justdiggit head office in Amsterdam City Centre**

Do you want to use your commercial business skills to make global climate impact? Join our team! We are looking for Dutch speaking business developer with 0-5 years of work experience to grow our greening movement by creating shared value partnerships with international brands and businesses.

### About us

Justdiggit ([www.justdiggit.org](http://www.justdiggit.org)) is a non-profit organisation working on landscape restoration in Africa to make a positive climate impact. We believe in the power of nature and that together, we can cool down the planet.

A significant part of our funding comes from our partnerships with large companies and brands from all around the world – from the EU to the USA and Africa. Some current corporate partners include Timberland, Tony's Chocolonely, Bridgestone - Webfleet Solutions, Greenchoice, Rabobank and Caterpillar.



An ambitious mission which we can only achieve with the right team. This is why we might be looking for you!

### Your role & responsibilities

You will be part of the Justdiggit Business Development & Partnerships team. This team identifies strategic and funding opportunities through new and existing partnerships so that Justdiggit can achieve its ambitious goals in terms of (climate) impact and further scale up in the coming years.

Your role as Business Developer is very diverse and consists of two parts:

#### 1. Providing support for the Business Development & Partnerships team:

You will be providing assistance to our business development team. Think of the following tasks:

- Making business scans to identify matches between our proposition and the impact (Sustainability goals/ SDG's) of large companies.
- Mapping and analyzing new market opportunities or partnership categories.
- Analyzing prospects / leads and tracking the Business Development pipeline.
- Making presentations and supporting in writing proposals from Business Development colleagues.
- Helping with- and preparing various Partner Proposals.
- New Business Development & Sales; actively look for interesting leads and introduce them within the team, possibly develop New Business Cases and/or opportunities.
- Making customized partnership agreements.

- Internally you will have a lot of contact with colleagues from Justdiggit's other departments to provide Business Development with the latest information, such as updates on projects, photo- and video material, presentations from other teams etc.
- Other supporting activities such as: recording meeting reports, preparing meetings and more.

## 2. Commercially responsibility for all (M)KB partnerships

You are fully responsible for all "(M)KB" – medium/small business - prospects and partnerships (this depends on the financial size of the partnership). This will include the following activities:

- You will be in weekly contact with executives and/or entrepreneurs of all kinds of companies to discuss and – in close cooperation with your team. Together with these businesses, you will work out the best Justdiggit proposition for them.
- (Together with the team) Determine the way of working with the (M)KB partners.
- Responsibility for the contracts of the (M)KB partners.
- Partnership & account management: further expansion of the (M)KB partnerships.
- Justdiggit makes a lot of impact and is growing quickly, in time you are also able to grow in responsibility, e.g. expanding larger partnerships and working on new initiatives.

*For more information on our business partnerships and our team, go to:*

[www.justdiggit.org/business/](http://www.justdiggit.org/business/)

### Required experience and skills

- Master in Business Administration (Pre: Master with link to Corporate Sustainability).
- 0 - 5 years of relevant work experience.
- Fluent in Dutch and English.
- You feel at home in an entrepreneurial and dynamic impact organization with focus on climate impact and growth.
- You understand the core of Corporate Sustainability and you also have a good idea of corporate sales cycles.
- Interest in/knowledge on developments in Sustainable Business and an understanding of what the considerations of different companies are to integrate this into their business operations.
- Flexible working attitude & independent worker without a 9 to 5 mentality.
- Comfortable to work from home or alternative locations independently (especially in Covid times!).
- You are a team player and have no problem providing support to your colleagues in the Business Development team.
- Strong presentation skills: you get along well with MS PowerPoint and Keynote and like to prepare and give presentations.
- Good design (photoshop) and presentation skills are a plus!

### We offer

Besides the diversity of the job – no single day is the same – and being part of a great mission, to regreen and cool down the planet, there's more:

- Room for personal and professional development.
- Great colleagues!
- Get introduced to an amazing global network.
- Working in the city center of Amsterdam – flexible home working, especially now.
- Salary conform to Dutch non-profit CAO.

We are committed to building a team that includes and welcomes people of different genders, ethnicities, faiths, sexual orientations, and other diverse backgrounds.

If you believe you are the right person for this role, please send your CV and motivation letter to [partnerships@justdiggit.org](mailto:partnerships@justdiggit.org) before 15 November 2020. Preferable start date: ASAP.

To learn more about our mission and our current greening projects, take a look at our [website](#).