



*JUSTDIGGIT IS LOOKING FOR A*

# SENIOR BUSINESS DEVELOPMENT & FUNDRAISING MANAGER

Justdiggit is a fast-growing scale-up NGO working on large-scale landscape restoration in Africa. We are looking for an experienced senior business development & fundraising manager to support the growth of the organisation.

[The Justdiggit Story](#)



**Location:**  
Amsterdam  
Working from home is optional  
for a few days a week  
Occasional travel to Africa

**Employment type:**  
32-40 hours



## ABOUT JUSTDIGGIT

Justdiggit empowers farmers in Sub-Saharan Africa to restore degraded landscapes using rainwater harvesting, agroforestry, and climate resilient agriculture. We are currently active in Kenya, Tanzania, Togo, Ethiopia and Madagascar and will expand to Senegal in 2023.

In the next 10 years it is our goal to reach millions of farmers and inspire & activate them to restore all degraded land on the African continent by combining traditional farming techniques with data and modern technology. We are currently developing a 'Regreen app' to spread the knowledge and techniques for regreening to all farmers with an internet connected phone.

To support our efforts and increase impact, we have awareness campaigns running throughout Europe and Africa.



# WHO WE ARE LOOKING FOR

Justdiggit is experiencing significant growth, which means our greening programs and team are expanding rapidly. To support this growth, we are looking for an experienced, pro-active, and flexible business developer who has the skills to grow, develop and manage (corporate) partnerships and to expand our funding portfolio. As the Senior Business Development and Fundraising Manager, you will work closely with a junior business developer, and you will be reporting to the Head of Business Development and Fundraising.



## KEY RESPONSIBILITIES

You will have a large responsibility for Justdiggit's top line growth that enables Justdiggit to keep increasing their impact. These responsibilities will show in:

- The development (and execution of) Justdiggit's Business Development and Fundraising Strategy
- The management of existing relationships and the development of new relationships with e.g. corporates, foundations, public and/or individual private donors
- The researching, writing, and submitting of partnership proposals cohering to the donor/ company requirements
- Drive outreach to new partners and identifying new leads together with the Business Development Team
- Bring about innovation, quality, and scalability to deliver value to partners and donors
- The coordination of reporting to corporate partners, foundations, and major donors in your portfolio in close collaboration with our Landscape (program) Managers and our Monitoring, Evaluation & Learning (MEL)-team
- Helping build and lead the Business Development & Fundraising Team



# REQUIRED EXPERIENCE AND SKILLS

We are looking for an experienced, proactive, and flexible colleague with a 'can do' mentality and good communication skills, employed for 32-40 hours a week. Ideally, you have multiple years of experience in both corporate and foundations fundraising and relationship management. You are a self-starter, working with a high degree of autonomy, a high sense of responsibility and team spirit and flourish in an intercultural international environment.

The ideal candidate has:

- Affinity with JustdiggIt's mission;
- A hands-on mentality, show initiative and a positive attitude;
- A strong network relevant to this job;
- Several years of experience in a similar position;
- International experience, whether it be working abroad, or working for an international organisation;
- Strong organisational and administrative skills;
- A structured and analytical way of thinking;
- The ability to prioritise, work both independently and as part of a team;
- Excellent communication skills;
- A master's degree in a relevant study like business administration, economics, international development/relations/communication
- And is a Native Dutch speaker and fluent in English, with excellent written and spoken communication in Dutch and English to inspire and convince potential partners of our shared value proposals

## WHAT DO WE OFFER

We offer you a demanding and meaningful job with broad responsibility and creative freedom in a young and ambitious team. Opportunity to be part of a scale-up in transition, going through a new phase of growth. Working in a truly international environment characterized by great commitment and high team spirit. Full-time employment, though we are willing to discuss 32 hours. And above all, you will be part of a great mission: regreening our planet!

We also offer:

- A salary that is competitive in our sector;
- 25 vacation days per year (based on 40 hours per week);
- A contribution towards the costs of your mobile phone and an NS business card for commuting;
- Ample room for personal and professional development;
- Work in a historic office building in the heart of Amsterdam with flexible working hours and option for remote working.



## APPLY NOW!

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

If you believe this role fits your interest and capacity, please send your CV of maximum 2 pages and a motivation letter to [vacancies@justdiggIt.org](mailto:vacancies@justdiggIt.org) before Januari 27 2024.

For more information: <https://justdiggIt.org/business/>

