



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.



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

**Employment type:**  
32-40 hours per week



## ABOUT JUSTDIGGIT

JustdiggIt empowers farmers in Sub-Saharan Africa to restore degraded landscapes using rainwater harvesting, agroforestry, and climate-resilient agriculture.

We currently work in Kenya, Tanzania and Senegal. Our ambition for the next decade is to reach millions of farmers and inspire them to regreen degraded land across the African continent. To achieve this, we combine traditional farming techniques with digital (mobile) technology and AI.

We amplify our impact by running awareness campaigns across Europe and Africa.



# WHO WE ARE LOOKING FOR

Justdiggit is growing rapidly, requiring an experienced, proactive, and results-driven professional to join our team. **The Senior Business Development & Fundraising Manager** will lead the development and management of corporate, foundation, and donor relationships.

This is a dynamic role for a self-motivated individual, passionate about sustainability and capable of driving impactful partnerships. The team currently exists of 4 team members with whom you will be closely working together. You will report to the Head of Business Development and Fundraising.

## KEY RESPONSIBILITIES

### 1. Strategy Development & Execution

- Further optimise and implement Justdiggit's Business Development and Fundraising Strategy.
- Drive outreach efforts to grow a strong pipeline of prospective partners.
- Draft, negotiate, and execute agreements that deliver shared value.
- Serve as a role model in the execution of the go-to-market strategy, ensuring alignment with organisational objectives and fostering innovation within the team.

### 2. Partnership Management

- Cultivate and manage long-term relationships with corporates, foundations, and donors.
- Research, write, and submit partnership proposals tailored to stakeholder requirements.
- Collaborate closely with the Awareness Team to align partnership objectives with outreach campaigns, maximising visibility and growth through diverse channels.

### 3. Network Engagement

- Represent Justdiggit at key industry events, sustainability networks, and forums.
- Actively identify opportunities to expand Justdiggit's presence in corporate, philanthropic and green innovation sectors.

### 4. Monitoring, Reporting, and Innovation

- Track and report on the progress of partnerships, including financial performance and impact.
- Collaborate with the Monitoring, Evaluation, and Learning (MEL) team to align reporting with donor requirements.
- Collaborate with cross-functional teams to identify synergies and ensure partnership initiatives support broader organisational goals.
- Foster innovation and scalability within partnerships to maximize value and impact.



# REQUIRED EXPERIENCE AND SKILLS

We are seeking a strategic thinker and excellent communicator with a proven ability to secure and manage high-value partnerships.

## Education

- A master's degree in business administration, Marketing, International Development, or related fields.

## Experience

- 5–8 years in business development, fundraising, or partnerships management.
- Proven ability to independently identify, secure, and nurture partnerships.
- Experience in international organisations or working in diverse, multicultural settings.

## Core Competencies

- Exceptional relationship-building and negotiation skills.
- Proactive, results-driven approach with a strong ability to manage multiple priorities.
- Strong strategic, analytical and organisational skills.
- Excellent verbal and written communication skills in Dutch and English.

## Bonus Points

- Knowledge of CSR trends, climate action strategies, and sustainability initiatives.
- Established network in corporate, environmental, or sustainability sectors.
- Experience with CRM systems (e.g., Salesforce) and performance tracking tools.

# WHAT WE OFFER

- A meaningful job with creative freedom and broad responsibilities in a fast-growing organisation.
- Opportunity to work in a passionate, collaborative, and international environment.
- Flexible working hours with the option for remote work.

## Additional Benefits

- Competitive salary (sector-aligned).
- 25 vacation days per year (based on a 40-hour workweek).
- Contributions to mobile phone costs and an NS Business Card for commuting.
- Work in a historic office building in the heart of Amsterdam.

## APPLY NOW

Justdiggit values diversity and is committed to building an inclusive team.

If you are excited about this opportunity, send your CV (max. 2 pages) and a motivation letter to [vacancies@justdiggit.org](mailto:vacancies@justdiggit.org) before **January 20, 2025**.

For more information, visit [justdiggit.org](https://www.justdiggit.org).

