



WE'RE HIRING!

CORPORATE PARTNERSHIPS MANAGER

We're hiring a Corporate Partnerships Manager to join our Business Development, Fundraising & Partnerships team.

You're an energetic dealmaker and strong team player, with a genuine passion for mobilising corporate partners as part of the solution to climate change. You thrive on the hunt — identifying prospects, building relationships, and closing partnerships that create real impact. With 5+ years of experience in corporate partnerships or business development in the NGO sector, you know how to be both strategic and hands-on. You move fast, shift priorities without missing a beat, and you get genuine energy from working in an entrepreneurial environment where no two days look the same.

If that sounds like you, we want to talk!

ABOUT JUSTDIGGIT

We believe in the power of nature and in cooling down the planet together by regreening degraded land and bringing back vegetation. Our mission is to inspire millions to take action to regreen degraded landscapes in Africa.

To give nature a push, we empower and connect a movement of millions. So far, we've restored 525,000 hectares, brought back over 32 million trees, and built a grassroots movement that's growing every day. We believe now is the time to speed up and scale up! No more talking. No more waiting. Dig in & cool down the planet with us!



POSITION OVERVIEW

The Corporate Partnerships Manager is responsible for raising funds and building strategic partnerships with companies: national and international, ranging from SMEs to large multinationals. This role requires staying ahead of funding opportunities, identifying the right corporate partners, attending and speaking at network events, tracking market developments, and proactively reaching out to prospects.

As part of the Business Development (BD) team, you will directly report to the Head of Business Development, Fundraising and Partnerships. You will collaborate within a peer group comprising of one Partnerships Lead Institutions, one Partnerships manager Foundations (vacancy), one (other) Corporate Partnerships Manager, one young professional and dedicated interns. The BD team acts as a bridge to our internal Impact, Scaling and Awareness Teams. Together the team drives an ambitious funding target, managing diverse portfolios that scale from agile foundation grants, strategic corporate partnerships, large philanthropic donations to multi-million-euro institutional commitments.

This role is based in the Netherlands and requires regular in-person attendance at meetings, events, networking opportunities and partner engagements. Candidates must therefore be based in the Netherlands or able to work from the Netherlands.

OBJECTIVE OF THE ROLE

The Corporate Partnerships Manager exists to grow JustdiggIt's corporate funding base by attracting, engaging and retaining a diverse portfolio of corporate partners. By presenting JustdiggIt in a compelling and tailored way — in meetings, in proposals, at events and on stage — the role drives short-term as well as long-term, strategic partnerships that create shared value for both partners and the organisation. The role also ensures that existing partners are managed proactively and that reporting obligations are met to the highest standard, building the trust and credibility needed to deepen and expand those relationships over time.



KEY RESPONSIBILITIES

- Drive income growth and build high-impact corporate partnerships in line with the BD strategy 2026–2030
- Identify, approach and engage new prospects while nurturing existing partners — striking the right balance between acquisition and relationship management
- Develop compelling, tailored proposals and presentations that convert interest into commitment
- Own and manage a structured prospect pipeline, fuelled by research, networking and ongoing engagement
- Steward partners through regular touchpoints and deliver clear, meaningful reporting
- Collaborate closely with the Impact, Scaling, and Awareness teams to support colleagues in developing corporate partnerships across the organisation
- Conceptualise, organise and execute fundraising and partnership events that strengthen relationships and open new doors

WHAT DO YOU BRING?

Education:

- A completed higher professional or university education
- At least 5 years of experience building and managing corporate partnerships within the NGO, social impact, sustainability or purpose-driven sector, ideally combined with a commercial background. Candidates with 3+ years of highly relevant experience are also encouraged to apply

Knowledge:

- NGO sector dynamics, with preference for climate and/or environmental organisations
- African cultural context, economics and relevant networks
- Corporate target audiences: SMEs, large corporates and multinationals
- CSR, CSRD, ESG, SDG frameworks and corporate due diligence requirements
- Strong understanding of the Dutch corporate and philanthropic landscape
- Strategic corporate partnership models: shared value, in-kind, cause-related marketing, etc.
- Business modelling and commercial value creation
- Climate topics relevant to Justdiggitt's mission (land restoration, regreening, etc.)
- Relevant tools: Salesforce, Monday.com, Canva

Skills:

- Excellent, sales-driven conversation and negotiation skills
- Strong written communication: proposals, reports and partner updates
- Confident presenter, comfortable on (large) stages and in high-level meetings
- Strategic and pragmatic — able to prioritise and act decisively
- Active listener who can steer conversations towards outcomes
- Able to spot, create and act on opportunities
- ROI-driven mindset with a results-first approach
- Strong and consistent relationship builder
- Resilient under pressure and able to manage multiple deadlines
- Collaborative team player



WHAT DO WE OFFER

- One-year contract with the intention to extend based on performance and organisational needs.
- Salary range between €4,292 and €4,945 gross per month (40 hours), depending on experience.
- 8% holiday allowance.
- 25 annual leave days based on full-time employment.
- Hybrid working model, with a combination of office and home-based work. We value in-person collaboration and networking and therefore expect regular presence in our Amsterdam office and at external events.
- A centrally located office in Amsterdam, directly opposite Central Station.
- Meaningful role contributing to landscape restoration and climate resilience across Africa.
- International and diverse team spanning the Netherlands, Kenya, Tanzania and Senegal.
- Professional development opportunities and access to relevant sector networks.

APPLY NOW

NEXT STEPS AND QUESTIONS

- Submit your CV and motivation letter to vacancies@justdigg.it by the 31st of July 2026.
- First interviews: **6th -7th August 2026.**
- **Shortlisted candidates will be invited to complete a practical case study as part of the second-round interview process.**
- Second interviews: **13th -14th August 2026.**
- Preferred start date: **Mid September 2026.**



WATCH THIS VIDEO FOR
MORE INFORMATION
ABOUT JUSTDIGGIT!

