



**WE'RE HIRING!**

# PARTNERSHIPS MANAGER FOUNDATIONS

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

You know how to navigate the world of foundations and institutional funders — building the relationships and crafting the proposals that turn interest into multi-year commitments. You have a sharp eye for fit, you're rigorous in your research, you are pro-active networker, and you translate complex programmes into compelling proposals that resonate with even the most demanding funders. Managing multi-stakeholder relationships comes naturally to you, and you're comfortable with long funding cycles and complex decision-making structures. On top of that, you thrive in an entrepreneurial NGO environment where initiative and adaptability are part of the culture.

**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 greening 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 Partnerships manager Foundations is responsible for identifying, securing and scaling partnerships with all types of national and international foundations, such as family foundations, corporate foundations and venture philanthropy foundations. Operating in a dynamic global market, the role requires a forward-thinking professional capable of anticipating shifts in global finance, positioning Justdiggitt ahead of trends. The position involves collaborating with colleagues on developing concepts and strategic positioning as well as fostering relationships with consortium and funding partners to obtain funding invitations, develop compelling proposals and manage relationships with current partners effectively.

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, two Corporate Partnerships Managers, 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.

Preferred location for this role is Nairobi, Kenya. However, we are also open to candidates based in the Netherlands. The successful candidate will be expected to work closely with colleagues and partners across multiple regions and maintain sufficient overlap with Central European and East African working hours. Regular travel may be required depending on partnership and organisational needs.

## OBJECTIVE OF THE ROLE

The Partnerships manager Foundations is responsible for expanding the long-term funding base that enables Justdiggitt to deliver, accelerate and scale its mission. Working closely with colleagues, you strengthen a proactive fundraising approach throughout the organisation, positioning Justdiggitt for fundraising success. By positioning Justdiggitt as a credible and innovative organisation to foundations, (governmental) institutions and large NGOs, you will elevate the traditional donor relationships into enduring, co-creative strategic alliances. Additionally, you will build effective consortia to create new funding opportunities while ensuring compliance and reporting standards that build trust with funders, leading to funding renewals and growth.



# KEY RESPONSIBILITIES

- Lead proactive funder outreach, identifying strategic opportunities, approaching the right foundations and building consortium and alliance partnerships where relevant
- Develop compelling value propositions and proposals — including complex consortium proposals — in partnership with the Impact, Scaling, and Awareness teams
- Coordinate preparation of budget and supplementary information for proposals
- Collaborate closely with our Impact, Scaling and Communications teams, translating organisational needs into a coherent approach to foundation fundraising
- Steward and grow an active funder portfolio, maintaining strong relationships and maximising long-term funding potential
- Drive philanthropic positioning and thought leadership to influence donor strategies and keep the organisation front of mind with key foundations
- Embed a proactive fundraising culture across the organisation, supporting colleagues to identify and articulate funding opportunities

## WHAT DO YOU BRING?

### Education:

- A completed higher professional or university education
- At least 5 years of experience securing and managing partnerships with foundations, philanthropic funders and/or institutional donors. Candidates with 3+ years of highly relevant experience are also encouraged to apply

### Knowledge:

- Deep understanding of NGO sector dynamics, with a preference for candidates coming from the international climate, environmental or landscape restoration ecosystems
- Strong alignment with or knowledge of African development and environmental context, networks and socioeconomic landscape
- Strong understanding of the global philanthropic landscape and foundation funding trends
- Proven familiarity with all types of foundations, including major global climate foundations
- Experience leveraging CRM (specifically Salesforce) to manage pipelines and track institutional metrics

### Skills:

- An outstanding ability to write clearly, persuasively and analytically – turning environmental metrics into a compelling case for support and proposal
- Confident verbal and presentation skills, capable of commanding authority and building trust in front of institutional and foundation donors and/or steering committees
- Strategic agility – the ability to oversee the macro-picture as well as compliance details and project requirements
- Strong conceptual and outside-in thinking.
- Strong and consistent relationship builder across cultures and institutional contexts
- Resilient under pressure and able to manage multiple competing deadlines
- Collaborative team player with a clear sense of ownership



## WHAT DO WE OFFER

- One-year contract with the intention to extend based on performance and organisational needs.
- For candidates based in Kenya salary range between: KES 342,094 – 443,132 gross per month, depending on experience.
- For candidates based in the Netherlands salary range between: €4,292 – €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 Nairobi/Amsterdam office and at external events.
- 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](mailto: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!

