



Vacancy

Position:	Foundations and Major Donors Funder Relations
Organisation:	Max Foundation
Location:	Amsterdam
Number of hours per week:	32-40 hours

“We are searching for an energetic and ambitious major donor and foundations fundraiser who combines a talent for maintaining relationships with a proactive approach to new donors”

The Organization

Max Foundation is an ambitious and fast growing Dutch based NGO, founded in 2005 by Steven and Joke Le Poole following the death of their son Max (8 months old) in 2004. Max Foundation believes that an entrepreneurial approach achieves the best results. In ten years’ time, Max Foundation has developed its successful, integrated WASH approach that has proven to achieve high impact in fighting child mortality. The political and economic landscape for the NGO sector is changing rapidly toward a more market driven and oriented approach, which is at the heart of the Max Foundation’s programs. To further build on its success the board of Max Foundation has decided to expand the activities and approved an ambitious acceleration program that aims to triple the current annual income of € 2.5 million in the coming years.

Driven by expanded leadership and the strategic growth direction, Max Foundation is looking for an out-going and ambitious fundraiser.

The role

The employment of the new Foundations and Major Donors Funder Relations is key to shape the organization's future direction and success. Your main responsibility is building relationships with active donors and attract new donors.

You will lead the development and the implementation of the foundations and major donors action plan to achieve substantial financial growth for Max Foundation. You’ll directly report to the Director Partnerships and Business Development and will work closely together with her and the rest of the Max team.

Other responsibilities are:

- Create a suite of fundraising propositions for major donors, private foundations and corporate foundations.
- Lead donors through the donor journey.
- Identify new business opportunities for foundations and major donors.
- Write inspiring and engaging proposals and applications to secure support.
- Develop and implement a plan for the cultivation and stewardship of major donor supporters and foundations.

Profile of the 'ideal candidate'

Education and experience

We are looking for a highly ambitious and motivated fundraiser with a University level education with three to five years' work experience; preferable in a commercial role for a company or with fundraising experience in a non-for profit organisation.

Skills required

You will need to be able to combine a talent for building relations with excellent network skills and translate plans into action (Thinking, Sharing and Acting)

Essential characteristics

- Charismatic fundraiser, with a strong interest in motivating and inspiring others.
- Strong networker and excellent in building and managing relationships.
- Self-starter and proactive.
- Natural feel for researching, writing and securing income through the development of creative proposals.
- Your effective communication and networking skills as well as the ability to work proactively and autonomously will point to your success.
- Understanding of the key factors for a major donors and foundations program is preferred.
- Attention to detail and integrity are important for this position.
- Project and time management skills with an ability to manage multiple deadlines.
- Excellent written and verbal skills in Dutch (native) and English and preferably familiar with the Dutch not-for profit funding environment.

Application

If you are interested in a challenging job in a dynamic organization where everyone works with their heart and head to achieve maximum impact – saving as many children's lives as possible – then send your written application, together with a curriculum vitae, to vacatures@maxfoundation.nl regarding vacancy/Funder Relations.

Remuneration will be according "Regeling Beloning Goede Doelen Nederland".

For more information please go to www.maxfoundation.nl or contact Susanne Boot, M. +31 33425136, E. Susanne@vanierschot.com. You can send your application (in English), no later than the 8th of March 2017, to vacatures@maxfoundation.nl.