

Head of Partnerships & Funding

Location: You are either based in Oxford, UK or in The Netherlands.

BVRio's office is in Oxford, UK and in Overveen, The Netherlands.

Remuneration: tbd, depending on experience.

Application deadline: 30th of August 2021.

Who we are

Founded in Brazil in 2011, BVRio is a global non-profit organisation with a mission to develop market mechanisms to facilitate compliance with environmental laws. With a strong entrepreneurial DNA, our partners include some of the biggest government, civil society and corporate organisations in the world.

2021/2022 is a critical period for BVRio. We had a number of important launches during 2019 and 2020, including the [3R Initiative](#) and [Circular Action Hub](#), as well as announcements of top international partnerships, with some still in the pipeline. In 2021 we will be launching our commercial venture Circular Action International (a sister company of BVRio) to provide waste footprint solutions for International consumer goods companies as well as launching our international waste collection app KOLEKT (download on Google playstore and soon on Apple's App store).

The role

The **Head of Partnerships & Funding**, is a new, senior role within the organisation. We're looking for an experienced fundraiser, with demonstrable success in setting and implementing a fundraising strategy and raising both unrestricted and project-specific income from corporations, trusts, grants and foundations. You'll have experience in building a portfolio of, and developing, excellent relationships with funders. You will have exemplary written skills to develop persuasive cases of support for applications and impact reports.

This job is for a motivated, self-starter. An understanding of and interest in the green economy and broader sustainability sectors would be an advantage.

Responsibilities

1. Working collaboratively with the Managing Directors and other members of our team, research, identify and develop funding opportunities that contribute to our strategic objectives
2. Research and develop new income generation opportunities, producing an achievable pipeline of prospects
3. Lead on new applications, writing clear and engaging copy of a high standard
4. Develop and manage a portfolio of funders, securing income of Eur 1 million per year – where possible secure multi-year funding;
5. Develop strong relationships with funders;
6. Produce monthly reports to inform Senior Management of fundraising activity
7. Build good working relationships with colleagues across the organisation



To apply

Please send your CV, a cover letter (1-3 pages) outlining your experience, and confirmation that you are eligible to work in the UK or the EU to thierry.sanders@bvrio.org.

Please note that early applications are advised, as we are seeking to appoint ASAP. Interviews will be conducted on an ongoing basis and so we may close the vacancy sooner if a suitable candidate is found.

BVRio is an equal opportunity employer.