

Individual Donors & Corporate Relations Manager Manager Donatori Individuali & Atragere Fonduri Corporate

- Organisation: Foundation Conservation Carpathia
- Reports to: Partnership & Corporate Relations Director
- Duration: Permanent, full-time
- Location: Bucharest

Fundația Conservation Carpathia

Fundația Conservation Carpathia este o organizație românească non-profit fondată în 2009 cu scopul de a opri tăierile ilegale de pădure, precum și pentru de a conserva o suprafață mare a pădurilor din Munții Carpați, sub forma unei zone complet protejate, pentru generațiile viitoare. Este unul dintre cele mai mari și mai ambițioase proiecte de conservare de pe continent.

Fundația Conservation Carpathia contribuie la conservarea și refacerea ecosistemelor naturale din Munții Carpați, în beneficiul biodiversității și a comunităților locale, prin achiziționarea, protejarea și administrarea de păduri și pajiști alpine. Din anul 2009 și până astăzi, proiectul a salvat de la exploatare peste 27.000 de hectare de păduri și pășuni alpine în sud-estul Carpaților Meridionali și a refăcut păduri pe 1.157 de hectare, prin plantarea a peste 4 milioane de puieți, a creat o zonă de management cinegetic activ pe o suprafață de 78.000 ha și contribuie la bunăstarea comunităților din vecinătatea pădurilor protejate prin proiecte sociale, de educație și de dezvoltare de afaceri verzi. Viziunea fundației este crearea Parcului Național Munții Făgăraș, împreună cu comunitățile locale.

Works with / Relations with other departments:

- Work closely with Legal & Finance department managers for contracts and donation reporting matters;
- With all departments, for developing content for funding proposals, donor reporting etc.

The main purpose of the job:

We seek a motivated and experienced Individual Donors & Corporate Relations Manager to join our team. This role will be pivotal in cultivating and maintaining relationships with corporate partners and individual donors to support our conservation initiatives.

Key Responsibilities:

Corporate Partnership Development:

- Identify, approach, and cultivate relationships with potential corporate partners aligned with our conservation goals
- Collaborate with the Director of the department & key internal stakeholders to create tailored partnership proposals and strategies to align our goals with corporate objectives
- Coordinate partnership agreements, ensuring commitments and expectations are met by both parties and relationships are nurtured for long-term collaboration
- Serve as a primary point of contact for designated corporate partners, nurturing relationships and overseeing the delivery of partnership benefits
- Actively engage with partners through regular communication, meetings, and events to strengthen relationships and identify new opportunities for collaboration
- Work closely with internal teams, including project managers and communication, to integrate corporate partnership initiatives into organisational strategies and campaigns
- Coordinate the 20% redirection of the profit/ income annual campaigns & communication
- Conduct market research and analysis to identify potential corporate partners aligned with our mission and values

Individual Donors Engagement and Cultivation:

- Together with the head of the department, develop and implement strategies to engage and cultivate relationships with individual donors through personalized communication, events, and donor recognition programs
- Create and manage individual donor segmentation strategies & database to tailor communication and engagement efforts based on donor preferences and giving capacities
- Oversee donor cultivation, recognition, and retention programs to ensure a strong and loyal donor base
- Together with the head of the department, plan and execute fundraising campaigns targeting individual donors using various channels such as direct mail, online platforms, and events to meet fundraising goals.

Collaboration and Reporting:

- Work collaboratively with cross-functional teams to integrate fundraising strategies with programmatic goals and initiatives
- Maintain accurate donor records and write regular reports to track fundraising ad grants progress , donor engagement, and revenue generation

Required knowledge & qualifications:

- University Degree in Communication, Management or other related fields
- Minimum experience: 2-3 years in fundraising, corporate relations with non-profits, and relationship management; experience in developing and managing multiple projects

Required skills & competencies

- Proven track record in corporate partnership development, individual giving, or donor relations within the nonprofit sector or related field
- Excellent written and verbal communication skills in both English and Romanian & interpersonal skills to engage supporters and encourage donations
- Strong project management skills, attention to detail, and the ability to manage multiple priorities effectively
- Highly organised and analytical with an ordered approach and able to prioritize to meet deadlines
- Demonstrated flexibility to changing situations and priorities
- Strong work ethic and personal integrity
- Understanding of conservation issues and a passion for environmental preservation
- Experience in MS Office; CRM and database management skills
- *Enthusiasm and commitment to FCC's mission and values, and for people management as a discipline*