

# Corporate Partnerships Manager

**Supervisor:** VP for Development and Marketing  
**Location:** Brussels, Belgium

## About JA Europe

**JA Europe** ([www.jaeurope.org](http://www.jaeurope.org)) is Europe's largest provider of entrepreneurship education programmes, reaching 4.2 million students in 40 countries in 2018-2019. Funded by businesses, institutions, foundations and individuals, JA Europe brings the public and private sectors together to provide young people in primary and secondary schools and early university with experiences that promote the skills, understanding and perspective that they will need to succeed in a global economy.

## Job Summary

The Corporate Partnerships Manager will report to the VP of Development and Marketing and support JA Europe's Development Team whose function is to raise money for JA Europe and the network of 41 Junior Achievement (JA) organisations. Historically, fundraising at JA has been heavily focused on corporations. JA is in the process of working to develop and expand its funding base.

The Corporate Partnerships Manager plays a key role in maintaining and growing our annual fundraising goal, especially in terms of new funding from corporations as well as corporate foundations. We are looking for an enthusiastic self-starter who is excited to join a hard-working, mission-driven team.

## Key Areas of Responsibility

- Own and manage a robust portfolio of individual donors by creating and executing strategies for the identification, cultivation, solicitation, and stewardship of new donor;
- Play a significant role in contributing to JA Europe's overall fundraising goals and help raise funding for network partners;
- Develop high-impact communications both internally and externally to advance potential partnerships;
- Craft and write compelling proposals and other requests for support;
- Manage and maintain strong relationships with all network partners;
- Ensure leadership is well prepared for donor visits;
- Develop innovative strategies, campaigns, and programming around donor engagement with JA Worldwide;
- Support the JA Network with requests for fundraising and funder assistance.

## Qualifications and Requirements

- At least 5 years of proven fundraising experience
- Experience with corporate giving, philanthropy and marketing strategies highly preferred
- Eagerness to learn and a willingness to “roll up one’s sleeves” and do what is needed to get the job done
- Strong understanding of the moves management process
- Well-honed research techniques
- Interest in education, entrepreneurship, financial literacy, youth employment, and key trends in international development; ability to adjust positioning based on donor needs
- Compelling and persuasive writer
- Fluency in English (oral and written) with an ability to use at least one other European language;
- Social media savvy
- Excellent attention to detail in written work
- Strong command of the Microsoft Office suite
- Demonstrated poise, tact, integrity, and professionalism
- Ability to embrace a dynamic work environment and accustomed to performing under pressure;
- Proactive attitude and high level of personal commitment to duties, timelines and deadlines;
- Knowledge of the JA operations is a plus.

## The application

Interested? Please submit your CV and motivation letter to Judit Balogh at [judit@jaeurope.org](mailto:judit@jaeurope.org) with the subject title “Corporate Partnerships Manager – NAME SURNAME”.

Possible start date: as soon as possible

Deadline for submitting applications: Monday 20 January 2020.

Please note that only shortlisted candidates will be notified and invited for an interview. The interviews will take place in Brussels in January 2020.