

At Aidsfonds - Soa Aids Nederland, we strive for a world where there are no longer any deaths from AIDS and where people enjoy good sexual health. A world in which everyone can love freely and without fear. We do this by working together with the people who are hit hardest by HIV, STIs, discrimination and exclusion. We strengthen their voice and support them with information, knowledge, and funding. For all that is love.

The **Development team** plays a key role in securing long-term financial stability and growth. The team now consists of four people and is responsible for creating a pro-active fundraising culture in the organisation, relationship management, major giving and corporate and institutional fundraising. The team reports directly to the Manager Marketing & Communications.

To further achieve these objectives, the team is seeking a

Strategic (Institutional) Fundraiser (32-36 hours)

The Strategic Fundraiser will help increase partnerships, networks, and business opportunities with the aim to ensure a future proof and adequately resourced organisation. The Strategic Fundraiser leads on securing grants from government agencies, non-profits or other organisations that can provide significant funding for specific programmes. The emphasis in this role is on coordinating and writing compelling propositions and proposals.

What does the team do and what will you do

- You scope out potential opportunities, maintain existing relationships and monitor results.
- You develop and maintain close relationships with Aidsfonds' networks of partners and other relevant stakeholders, in close collaboration with staff across the organisation
- You research, draft and coordinate large and technical proposals with input from program staff, partner organizations and other stakeholders and write compelling and engaging propositions
- You manage and coordinate institutional fundraising activities, including working with your own financial targets as well as supporting program staff
- You maintain knowledge management systems and track activities, including but not limited to, grant submission deadlines, donor communications and outreach
- You seek new business opportunities and keep up to date with relevant trends

What we offer

First, we offer you an ambitious organisation in which we cooperate and deliver quality in an approachable, open and friendly way on the basis of appealing goals and clear roles. In this way, we can all contribute to a world without AIDS and a drastic reduction in the number of STIs. It does not matter who you are, who you love or what you believe. We are curious about your talents and your social drive to work with us on our mission. You will look at issues from different perspectives and connect with the communities we work with: people living with HIV, LGBTQ+, sex workers and drug users, either because you can draw on your own experience or because you have been in close contact with members of these communities.

In addition, we offer

- an exciting position in an international team

- You will be offered a fixed term contract of a year, after which the contract can be extended for an indefinite period of time in case of a positive performance evaluation and if there are sufficient financial resources
- a salary based on scale 11 between € 3.625 and € 5.549 gross per month (for 36 hours), grading takes place depending on your experience
- an individual choice budget (IKB) of 16.96% that you can use as you wish
- hybrid working: You will work at our office in Amsterdam (Sloterdijk) and/or partly from home. There is also the possibility of flexible working hours and setting your own agenda
- a NS business card for all public transport for your commute to work
- You have 208 hours of leave on a full-time basis (36 hours) and you can buy extra leave via the IKB
- a personal development budget of € 650 per year

Main tasks and responsibilities

- You scope out potential opportunities, maintain existing relationships and monitor results.
- You develop and maintain close relationships with Aidsfonds' networks of partners and other relevant stakeholders, in close collaboration with staff across the organisation
- You research, draft and coordinate large and technical proposals with input from program staff, partner organizations and other stakeholders and write compelling and engaging propositions
- You manage and coordinate institutional fundraising activities, including working with your own financial targets as well as supporting program staff
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Requirements and competences

- You are an excellent project manager who enjoys the challenge of complex funding opportunities
- You have excellent writing skills to formulate compelling propositions and technical proposals.
- You have achieved demonstrable results in coordinating and writing successful proposal with institutional, bi- and multilateral donors. . Experience with EU funding is preferred.
- You have successfully built and maintained a relevant professional network and bring this network with you.
- You can identify new relationships for Aidsfonds-Soa Aids Nederland based on common values.
- You are strong, decisive and diplomatic communicator, with a collaborative spirit
- Your English, both spoken and written, is fluent
- You have relevant working experience in an international NGO and/or with a funder
- You have settled in the Netherlands and are entitled to work in the Netherlands.

Apply

You can apply until April 28 by uploading your motivation letter and curriculum vitae on our application page by clicking on the following link:

<https://soa-aids-nederland.onlinevacatures.nl/nl/Vacancy/Postulate/311162>

SOAIDS
Nederland

 **aidsfonds**

The first round of interviews takes place in week 19, the second in week 20

More information? www.aidsfonds.nl www.aidsfonds.org and www.soaids.nl

If you have an urgent question about the content, you can contact Eva Matze, Manager Marketing & Communication via telephone number: 020-6262669 or send an email: EMatze@aidsfonds.nl