

Development Manager (Maternity Cover)

Job title	Development Manager (Maternity Cover - 9 months)
Location	Remote working or based In HCWH Europe's office in Brussels
Eligibility	All candidates must hold the right to work in Belgium, the EU, or the UK
Hours	Full-time (38 hours per week) HCWH Europe offers a four-day week (8h/day) to aid productivity and support a better work-life balance.
Salary	€3,677 per month, or equivalent to be discussed in relevant remote-working country
Closing date	Wednesday, 20 November, 2024; 6pm CET
Starting date	Mid-January 2025

About Health Care Without Harm (HCWH) Europe

HCWH Europe is an international non-profit NGO that works to create a sustainable healthcare sector in Europe. One that does no harm to patients or our planet. One that acts as a catalyst, inspiring action right across society to protect human health and the environment. One that drives change in communities, so people can live more healthily on a healthier planet.

HCWH has offices in Europe, the US, and Asia as well as a global team that works across all regions. HCWH works closely with health professionals, hospitals, healthcare systems, NGOs, local government, ministries of health and international organisations. HCWH Europe is active in 24 countries of the WHO Euro region and has a growing number of members - healthcare providers.

2025 is an important year for HCWH Europe as it works to build its new three-year organisational strategy, taking forward learnings from its [current strategic plan](#) to push the sustainable healthcare movement even further in 2025 and beyond.

The HCWH Europe office is located in Brussels, Belgium, with some staff working remotely across Europe. For more information, visit: www.noharm-europe.org

Position Overview

Reporting to the Director of Partnerships & Development, the Development Manager will manage a portfolio of key funding partners and pursue new opportunities to secure income and deliver impact towards Health Care Without Harm's vision of a sustainable healthcare sector in Europe.

You will form a key part of a small, high-performing team working at the timely intersection of health and climate funding. This role offers a unique opportunity to undertake both technical funding proposals and creative philanthropic fundraising, as well as to input into HCWH Europe's strategic planning process as we develop our next organisational strategy in 2025.

A proactive, skilled relationship builder with a strong track record of proposal writing and a keen eye for detail, you will work closely with our colleagues from across our programme pillars (Circular Healthcare, Climate Smart Healthcare, and Safer Pharma) to develop high quality funding proposals for institutional and philanthropic donors, with a particular focus on securing European Commission funding, and lead on delivering timely, quality funder reports. The Development Manager will also support HCWH Europe's work building philanthropic and private sector partnerships, including implementing new business strategies for securing new funding partnerships and supporting sponsor engagement for our CleanMed Europe conference 2025.

Well-organised and able to multitask, you will be familiar with the tight deadlines and multi-stakeholder engagement typical of the fundraising landscape, and will be confident working with internal and external contacts of varied levels of seniority. You will enjoy the benefit of seeing the direct impact of your work as you work directly with colleagues to set up new projects and secure co-financing for ongoing work.

Key Responsibilities

- Managing a portfolio of current and prospective institutional and philanthropic donor relationships, ensuring excellent relationship management to foster long-term, trusted engagement.
- Working closely with HCWH Europe Programme teams to develop new project concepts and best-in-class funding proposals for six-figure, multi-year revenue in line with HCWH Europe's strategic aims, aligning proposal budgets, narratives, and logical frameworks.
- *EU Funding Lead*: Leading on renewal applications and calls for proposals to key EU funding mechanisms.
- *Prospecting/new business*: Identifying and researching new opportunities to grow and diversify HCWH Europe's funding portfolio with a special focus on

European Commission funding programmes and philanthropic funders (trusts and foundations).

- Co-ordinating inputs and preparing reports for funders on project implementation, regularly monitoring progress with project teams and ensuring reports are delivered on time to donor requirements.
- Delivering high quality communications tailored to funders' needs and interests.
- Representing HCWH Europe externally at meetings and networking opportunities (conferences, events).
- Developing and maintaining funder information on a CRM system (Salesforce).
- Contributing to corporate sponsorship fundraising efforts for CleanMed Europe.
- Line managing the Development Officer, providing ongoing support and guidance (TBC).
- Other duties that may reasonably be required in respect of the main purpose of the job.

Required Qualifications and Experience

- Minimum 3 years of fundraising experience, ideally in institutional and/or trusts and foundations funding
- Experience of successful applications to European Commission funding streams is highly desirable
- Bachelor's degree or equivalent professional experience in sustainability or health is highly desirable

Knowledge, Skills and Abilities

- Excellent written communication skills, able to review and analyse technical programme and policy information and utilise this for compelling and persuasive writing
- Confident relationship builder with negotiation and brokering skills, able to collaborate inclusively with a range of stakeholders, including at senior level
- Understanding of grant and project cycle management, including project design, implementation, and monitoring & evaluation (MEL)
- Understanding of how to apply a logical framework approach
- Ability to work well under pressure and meet deadlines
- Ability to manage and prioritise multiple projects simultaneously while maintaining close attention to detail
- Knowledge of and track record of success with European Commission funding particularly desirable
- Knowledge of Salesforce or comparable funder management systems with a willingness to learn new software as required

- Fluency in English; working knowledge of other European languages would be an advantage.

Rewards & benefits

We care about you and want you to perform at your best, which is why we offer a unique and highly competitive package, including a range of sector-leading benefits.

As well as a highly competitive salary, pension provision, medical cover and accident at work coverage, you'll have access to a range of flexible benefits to help you look after all aspects of your wellbeing and give you the freedom and flexibility to find the best solutions for you, your family, and your individual needs.

We are also working hard to create an inclusive culture that is grounded in our mission to create a more sustainable healthcare sector. We aim to encourage people from all backgrounds to work with us and are particularly interested in hearing from people from minority backgrounds and all socio-economic sections of society.

How to apply

All candidates must demonstrate that they hold the existing right to work in Belgium, the EU or the UK.

To apply for this position please send an email to jobseurope@hcwh.org

- Please include your last name and the job title in the subject line, i.e. LAST NAME Development Manager
- Attach your CV and a cover letter (Word or PDF format) explaining your motivation for the position
- Please let us know where you found the position advertised and when you would be able to start

Timeline

Successful candidates will be contacted by the evening of Thursday 21st November, and will be given a short written task to undertake.

Interviews will be held remotely (online) on Monday 25th November and Tuesday 26th November.

Please note that only candidates selected for an interview will be contacted.