

## Business Developer - Social impact

The World Marrow Donor Association is a small, not-for-profit organisation (10 FTE), primarily funded by members & corporate industry partners. We are looking for an experienced professional to level with the Executive Director and act as a substitute if needed.

### Your role:

A multi-faceted role with a focus on the initiation and coordination of action plans to drive growth and manage costs. Your aim is to increase long term income and improve the sustainability of our services. Your key objective is to strengthen WMDA's financial position by maintaining and developing both new and existing relationships with industry partners.

As a relationship builder you understand non-profit business funding models and how to improve them. Your experience in budget management and leadership, allow you to lead change in a dynamic, international work field.

### Your responsibilities:

- Ensure long-term financial stability for WMDA;
- Ensure return on investment of your position;
- Initiate and coordinate action plans to drive profitable growth and manage costs.

### Your education and experience:

- MSc/MA in business administration, marketing, or a related field;
- A minimum of 10 years of experience in a leading role and a proven track record in business development;
- Relevant experience in an international NGO and access to an extensive network;
- Knowledge of cell donation and transplantation processes and its stakeholders is an advantage;
- Excellent communication and negotiation skills in both Dutch and English.

### What we offer:

A challenging and exciting role within a small international organisation, in which you can put your skills and experience to full use and really make a difference for patients in need of a stem cell transplant worldwide.

- An informal, inclusive and open work atmosphere
- 24-32 hour contract
- A bonus for financial targets met
- 8% holiday allowance and end-year bonus
- A collective pension plan
- An office in Leiden as your home base, with the opportunity to partly work from home

*An association of members who share a passion for donor care and strive to find the best possible matches for blood cancer patients*

If you are interested in this position, please send your motivation letter and CV by email to [hr@wmda.info](mailto:hr@wmda.info). All applicants must be in possession of a residential address and valid EU work permit.