

HEAD OF PARTNERSHIP DEVELOPMENT - APAC Region, RFCx

Rainforest Connection (RFCx) is a non-profit tech startup at the edge of conservation technology. We build and deploy scalable, open source solutions that can halt illegal logging and poaching in forests — simultaneously enabling biodiversity measurement and monitoring. RFCx is the next-gen nervous system for the natural world: www.rfcx.org

We are a fully remote and virtual team so you can work from anywhere for this role.

SUMMARY OF ROLE

RFCx is looking for new team members to join the international expansion team in the form of the head of partnership development for the APAC region. We are looking for people who are already experts on the region and well-versed in the conservation world. Responsibilities will include project development, partnership development, and funding development for projects in APAC.

A background in conservation, business development, and/or technology is beneficial but not required.

This role can be part-time or full-time, and it has a very flexible structure. It is possible to be a RFCx Head of Partnership Development while still maintaining a separate job in a conservation field.

CORE RESPONSIBILITIES

Impact

- Collaborate with the Director of International Expansion to strategically expand RFCx's reach in a particular region.
- Generate leads to widen RFCx impact from foundations, nonprofits, government entities, and corporations.

Project Development

- Communicate directly with incoming direct project leads to scope and budget for new projects.
- Follow projects from initiation to hand-off to project ops and management teams.
- Develop new direct project leads through networking and outreach.

Partnership Development

- Connect projects, tech work, and operations with funding through partnerships with corporations.
- Source and construct new aligned partnerships to bring in resources, both financial and in-kind, to help RFCx expand.

Grants Development

- Source and write grant proposals for acquisition of new funding for organization support.
- Grant reporting submissions.

To apply: Submit your resume and cover letter to contact@rfcx.org.

