

Grant Development Manager (gn)

Stellenanbieter: Zoologische Gesellschaft Frankfurt von 1858 e.V.

About the Project Scale conservation impact with us.

The Frankfurt Zoological Society (FZS) is an international nature conservation organization dedicated to preserving wildlife and ecosystems in protected areas and outstanding wilderness areas. FZS is therefore active in species-rich areas in Central and Eastern Europe, East Africa, Central and South America and Southeast Asia. Wherever national parks and wilderness areas need support, FZS works closely with local communities, nature conservation authorities, national park administrations and other NGOs.

About the Position

We are looking for a

Grant Development Manager (gn)

to join our Conservation Funding Team at our headquarters in Frankfurt am Main, Germany.

In this role, you will identify, develop, and manage partnerships with a wide spectrum of funding partners – from bilateral and multilateral donors to philanthropic foundations, family offices, corporates, and other private supporters. Together with your colleagues, you will ensure that each of our conservation landscapes benefits from the most effective blend of public and private funding. This position is initially offered as a two-year contract with the option for extension or permanent employment – giving you the opportunity to grow with us and shape the future of conservation funding.

Your tasks

- **Identify and assess new funding opportunities** (public and private), mainly in Europe, aligned with FZS's mission.
- **Establish and nurture strong donor relationships**, aligning their funding priorities with FZS needs.
- **Drive the proposal process:** from internal approvals and budgeting to final submissions.
- **Refine and manage the funding pipeline**, ensuring alignment with country program needs and financial plans.
- **Support reporting and financial monitoring** on opportunities, gaps, and donor pipelines at organizational level.
- **Strengthen efficiency and standardization** by supporting digital tools and processes for grant and pipeline management.
- **Support capacities across country programs**, working closely with grant managers

on the full grant cycle – from opportunity identification to implementation and reporting.

Your profile

- Higher education in biology, ecology, or a related field, combined with experience in business management, economics, or finance
- At least 3–5 years of experience in business development, fundraising, or project management, ideally in international development cooperation
- Strong track record in securing and managing grants with bilateral/multilateral donors and private foundations
- Ability to build trust-based relationships with diverse stakeholders
- Excellent negotiation, communication, and presentation skills, paired with a proactive drive to secure new opportunities
- Skilled in structuring, budgeting, and managing complex conservation projects with established tools such as Logical Framework and Open Standards
- Fluency in German and English (oral and written); Spanish is a plus
- Analytical, results-oriented, and resilient – with the ability to navigate complexity
- Genuine passion for conservation, sustainability, and community engagement

We offer

- A meaningful role where your ideas truly make an impact and room for initiative
- A collaborative, mission-driven team with international reach
- Exciting, diverse projects in close collaboration with different departments
- Opportunities for professional growth and cross-cultural exchange
- Flexible working arrangements including remote work
- Flat hierarchies, quick decision-making, and a supportive, open-minded work culture
- Exclusive perk: free access to the zoo during working hours
- All our contracts are initially limited to two years, but with long-term perspectives
- Benefits such as a job ticket, company pension plan, and savings schemes
- 30 days of vacation, plus extra days off on December 24th and 31st

Bewerbungsprozess

Ready to make a difference?

If this sounds like the right opportunity for you, we warmly invite you to apply and help shape the future of our conservation work. Please submit your **cover letter**, **CV** and **references** conveniently via our **online application form (via the "Ich bin interessiert"-Button)**

We look forward to receiving your application **by October 19th, 2025**.

- **Arbeitszeit:** Vollzeit
- **Berufserfahrung:** 3 - 5 Jahre

Bewerbungsschluss: 19.10.2025

Einsatzort: Frankfurt am Main / hybrid, Deutschland

Stellenanbieter: Zoologische Gesellschaft Frankfurt von 1858 e.V.
Bernhard-Grzimek-Allee 1
60316 Frankfurt am Main, Deutschland

Ansprechpartner: Human Resources, Linda Schultze

Online-Bewerbung:

<https://t.gohiring.com/h/70db048e08166d4dccb67e121442969c0e71f8ba57e1a2fc6dfbf2de9e336342>

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