

Manager (gn) for Grant Development and Management

Stellenanbieter: Zoologische Gesellschaft Frankfurt von 1858 e.V.

Frankfurt Zoological Society (FZS) conserves wildlife and ecosystems focusing on protected areas and outstanding wild places. Operating long-term conservation programmes across Africa, South America, Asia, and Europe, FZS is at the forefront of global conservation efforts. To support the critical 30 x 30 agenda of the Convention on Biological Diversity, FZS has given itself an ambitious growth strategy that will double our conservation impact within high biodiversity and wilderness landscapes by 2030.

In this role, you will contribute to FZS's growth and help double our conservation impact by developing and managing funding partnerships that support our conservation programmes, with a particular focus on South America. Working closely with our teams and partners across the region, you will identify and cultivate a broad range of public and private funding partners for both flexible and dedicated funding. These include bilateral and multilateral donors, development finance institutions, philanthropic foundations, family offices, corporate partners, and other private donors. You will also help identify and scale innovative conservation funding instruments and combine public and private funding in the most effective way for each landscape in our portfolio.

This position is initially offered as a one-year fixed-term parental leave cover and may evolve into an expanded or longer-term role within the organization, depending on organizational needs and development.

Your Tasks

As part of our Conservation Funding team, you will play a crucial role in securing and managing funding for FZS's conservation work. Your primary responsibilities include:

1. Developing New Funding Opportunities:

- Researching and identifying private and public funding prospects for our programmes in South America
- Building and maintaining long-term relationships with donors, including bilateral and multilateral institutions, private foundations, and corporate partners
- Leading the development, submission, and management of funding proposals, ensuring alignment with organizational priorities

2. Strategic Fundraising:

- Contributing to a diversified and sustainable funding strategy
- Supporting the design and implementation of innovative financial instruments (e.g., impact bonds, donor-advised funds) to leverage and scale funding partnerships

3. Operational Development:

- Maintaining and advancing a robust funding pipeline aligned with FZS's country programmes and financial plans
- Training and coaching country programme teams in all aspects of grant management, from opportunity identification to budgeting and reporting
- Collaborating with country teams to oversee the full grant lifecycle, ensuring compliance and effective resource allocation

Your Profile

We are looking for a dynamic and results-driven professional with the following qualifications:

- A degree in business administration, economics, finance, natural resource management, ecology, or a related field
- 3–5 years of experience in business development or project management, ideally in international development cooperation
- Proven success in securing and managing grants from diverse sources, including public donors and private foundations
- Strong communication, negotiation, and presentation skills, with a passion for building impactful partnerships
- Competence in designing and budgeting conservation projects using tools such as Logical Framework or Open Standards
- Analytical, problem-solving, and results-oriented mindset with the ability to work under pressure
- Fluency in English and Spanish (German is a plus)
- Deep commitment to conservation, sustainability, and community development

We Offer

- A meaningful role where you can make a real difference – with plenty of creative freedom and clear responsibility
- Plenty of room for initiative, professional development, and flexible working arrangements – including the option for remote work
- 30 vacation days plus additional days off on December 24 and 31 for a restful break
- Attractive benefits such as a job ticket and capital-forming benefits
- A committed, interdisciplinary team and a corporate culture based on collaboration and appreciation
- Flat hierarchies, short decision-making processes, and an environment where good ideas quickly have an impact
- Varied projects and the opportunity to work closely with different departments
- A workplace close to fascinating wildlife – you can spend your lunch break at the zoo

Ready for your next challenge?

Then you are exactly who we are looking for! Apply now and help shape the future of our conservation work. Please submit your cover letter, CV, and references via our online application form.

We look forward to receiving your application until the 13.09.2026!

- **Anstellungsart:** Befristetes Arbeitsverhältnis
- **Arbeitszeit:** Vollzeit

Bewerbungsschluss: 13.09.2026

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, Adrianna Wozny

Online-Bewerbung:

<https://t.gohiring.com/h/b48276e063bdd890cab195e3aa3d8daf1ba1929d8306bfea72418a2095e46a37>

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