NEKTON

Nekton’s mission is to rapidly accelerate our scientific understanding and protection of the ocean for people and the planet. We work for the ocean. Nekton is a UK-registered charity, based in Oxford, UK.

THE ROLE

Nekton is actively searching for a Business Development Manager to lead the development of new ocean science and policy initiatives with an essential role in securing funding.

WHAT ARE WE LOOKING FOR?

Nekton’s goals are audacious so we are looking for an individual with proven experience of business development and successful fundraising within the ocean and/or environmental sector.

The role is at first for a flexible two days a week which could extend during the initial 6-month period as required to meet the strategic needs related to business development and fundraising. Subject to review after the initial period, for the right candidate, this role could be a springboard into a full-time or permanent role.

Whilst the priority of the role is to business development and fundraising, if appropriate and of interest to the candidate, additional operational and project management of Nekton’s operations could also be considered as an extension to the scope of the initial contract.

This role will take consummate professionalism, maturity and good humour - a ‘glass half-full person’ who is able to utilise in-house and outsourced resources creatively and cost-effectively to drive rapid development.

We need a team player who wants to grow, who understands the big picture and who can contribute to its creation.

Someone who wants to help create an organisation that is diverse and inclusive, who respects all views, and who genuinely believes that talent is universal in a world where opportunity has not always been equally distributed.

Nekton’s success is based on being inspiring and trusted explorers, scientists, and storytellers. You will be instrumental in the next stage of that journey, including being an important voice of Nekton in telling the ocean story in creative ways that informs, educates and entertains.

NEKTON

BEGBROKE SCIENCE PARK – UNIVERSITY OF OXFORD – OXFORD – OX5 1PF
www.nektonmission.org  +44 1865 396585  enquiries@nektonmission.org
Registered in England Number 9644797 - Registered Charity Number 1162666
DETAILS

Start From April 2023 (when available)
Location UK or international are both considered (hybrid working including at Oxford HQ if UK based)
Salary Competitive based on experience
Contract 2 days + a week, 6 months fixed term (with possibility of permanent extension)
Reporting to CEO
Working with Principal Scientist, Head of Finance, Communications Manager

KEY RESPONSIBILITIES AND TASKS

▪ Reporting to CEO and providing progress reports to the Board.
▪ Providing strategic, financial and operational leadership for business development and fundraising.
▪ Working with Principal Scientist and Head of Finance to develop programmes for fundraising.
▪ Leading all fundraising activities with philanthropists, grant-giving foundations, public and private sector grants and business sponsors / partners.
▪ As appropriate: day to day management of Nekton’s Missions and Initiatives for initial 3-6 months whilst new Managing Director is appointed.

KEY ATTRIBUTES

▪ Proven experience in business development and fundraising in the marine or closely related sector.
▪ Established and active network of philanthropic, public and private sector funders of ocean science, conservation and policy initiatives operating internationally (including a significant interest in ocean policy in East Africa).
▪ Proven experience in developing organisations and delivering strategic growth.
▪ Excellent sales, communication and public speaking skills.
▪ An entrepreneurial mindset with outstanding organizational and leadership skills.
▪ A confident, proactive and independent self-starter able to work flexibly and responsively in a fast-changing environment.
▪ Highly organised, detail orientated and enjoys problem solving.
▪ Have a bold and committed vision for accelerating the scientific understanding and protection of the ocean.

HOW TO APPLY

To apply for this position please send you cv with a covering letter explaining why you think you would be a good fit for this role to alex@nektonmission.org by 18:00 GMT, 7th April, 2023.

Only shortlisted candidates will be contacted for interview.