

## STRATEGIC FUNDRAISER / BUSINESS DEVELOPER

### The Basics:

- A fulltime position
- Lively 10 people office in the heart of Amsterdam
- Build a strong network at CEO level in the European student living community
- Possibilities to travel across Europe
- Compensation based on experience and qualifications
- Stipend for your personal development

### What it is about

The leading think tank on student living in Europe is ambitious in growing. As higher education is becoming a global industry, the way in which universities, cities and countries attract talent has changed. Our foundation connects the communities of student housing, higher education and city development. We do this by developing and sharing knowledge through research projects, publications and events.

The Class of 2020 is a non-profit partner based foundation for student living and higher education on a European scale. Each year we publish an annual trends report, organise the largest student housing conference in continental Europe, and much more. For more information: [www.theclassof2020.org](http://www.theclassof2020.org)

### What will you be doing?

As 'Community Builder' you are the one that brings our partnership base to the next level and expands it in our three pivotal communities. You are responsible for developing and executing a partnership strategy aimed at the acquisition of new partners, serve as account management of existing partners and further broaden the revenue side of the foundation with strategic fundraising. You will report to the Foundation Manager, who will be your day-to-day contact and you will be supported by a talented junior community builder.

### What kind of person are we looking for?

- A good understanding of how to create new partnerships, maintain existing partnerships and cater to their needs
- 2-5 years relevant experience in business development and strategic fundraising
- Relevant BA or MA level education
- Experience with CRM / sales system management and financial administration
- Affinity with the Student Housing and the Real Estate market helps
- A strong and empathetic communicator and networker with a feel for commercial opportunity.
- Fluent in English, both spoken and written
- Knowledge of another European language (preferably German or Spanish) would be an advantage

### Want to apply?

If you meet the requirements and are keen to join the Class of 2020, please send your CV and cover letter to [work@theclassof2020.org](mailto:work@theclassof2020.org)