

TADA vzw/asbl – Fundraising Manager

Job Objective

As Fundraising Manager, you will play a key role in consolidating and expanding TADA's financial resources, with a particular focus on Brussels and Wallonia.

You will join an experienced team to which you will bring your talents, expertise, and interpersonal skills to support fundraising from companies, foundations, and philanthropic donors. By developing strong partnerships, you will be at the heart of TADA's social mission.

Your Key Responsibilities

- **Developing new partnerships:** You will identify and activate high-potential prospects through targeted outreach and compelling presentations of TADA's mission. You will initiate conversations, assess the interest of stakeholders, and guide them towards a concrete and lasting collaboration. You will also be in contact with TADA's Board of Directors, who will actively support you through its diverse network.
- **Managing and retaining strategic partners:** You will nurture personalised relationships with a portfolio of partners, ensuring high-quality follow-up across all aspects of the collaboration.
- **Entrepreneurial mindset and continuous improvement:** You will be part of an organisation that is constantly innovating and fostering mutual support. With your initiative, analytical eye, and reciprocal feedback, you will actively contribute to continuously improving our fundraising tools and processes.

Your profile

- **Genuine commitment to TADA's mission**, with the desire to contribute to an innovative educational project with strong social impact, recognised as a thought leader in its field.
- **Strong persuasive skills and excellent interpersonal abilities:** you master inspiring storytelling tailored to high-level stakeholders and are able to build trust-based relationships.
- **Ability to activate and maintain a high-quality professional network**, an essential lever for developing long-term partnerships.
- **Experience** in fundraising, business development, or B2B sales with a long sales cycle. A solid understanding of high-stakes relationships and a results-oriented approach are essential.
- **Full fluency in French;** good knowledge of English. Proficiency in Dutch is an asset.
- **Negotiation and budget management skills;** confidence with numbers to create coherent and impactful value propositions.
- This position is ideal for a **senior profile** seeking a meaningful professional challenge within a flexible framework.

What TADA Offers You

- A **job with social impact**, within an organisation that makes a real difference and puts people at the centre. TADA has experienced strong growth and aims to continue on this path.
- A role with plenty of room for **personal initiative and development**, within a stimulating and positive team.
- A **permanent part-time contract** (16h/week), flexible working hours, and the possibility to work partly from home.
- A **market-based salary with additional benefits**, including meal vouchers worth €8 per working day, hospitalisation insurance, contribution to commuting costs, and an allowance for your mobile phone and internet subscription.
- A **comfortable and inspiring workplace** (Porte de Namur, Brussels) with excellent IT equipment (iPhone, MacBook).

<https://www.tada.network/>