



Alterna Development & Sustainability Associate

As Central America's first Center for Social Innovation and Entrepreneurship, Alterna aims to catalyze transformative entrepreneurship from the ground up, and we envision a world in which the opportunity to ignite positive change exists in every context. Our talent is the key to achieving our mission, and we're currently recruiting a Development & Sustainability Associate to maintain key partnerships, build a fundraising strategy and work to support the long-term financial viability of Alterna's programmatic work. This Associate will lead the charge to build a diversified portfolio of funders, creatively engage national and international partners and constantly be in touch with the work on the ground.

JOB DESCRIPTION

Alterna is looking for an experienced, creative and entrepreneurial fundraiser to:

- Work alongside our CEO and Leadership Team to identify new opportunities to diversify the sustainability of Alterna's work
- Manage and retain new and ongoing relationships to source Alterna with partners who believe passionately in our approach to social entrepreneurship
- Co-design and implement a development strategy to secure organizational funding in the short and medium term
- Research, identify and create an action plan for outreach to prospective partners
- Maintain a presence at major industry events; constantly thinking about how contacts can serve both Alterna's programs' and Alterna's entrepreneurs on the ground
- Create a forever growing Rolodex of contacts to add to Alterna's CRM
- Gain on the ground exposure to innovative approaches, ideas and best practices in the areas of non-profit fundraising, Impact Investing and Social Entrepreneurship

REQUIREMENTS

- 2-4+ years of work experience in Development, Project Management or Organizational Sustainability—experience as an Entrepreneur highly valued.
- 18 months of availability (minimum)
- Ability to relocate to Quetzaltenango, Guatemala, with availability to travel ~30% of the time for work related purposes
- A strong working proficiency in English and Spanish
- Impeccable project management skills; there is never an end left untied and you always follow through
- Curiosity and creativity, always striving to learn more and innovate new approaches
- A love for meeting new people and connecting them
- Deep belief in the potential of the growing sector of social entrepreneurship in developing markets and familiarity with Latin America



Cultivating Action
Harvesting Impact

DESIRED QUALIFICATIONS

- General understanding of business and social business concepts, key players and trends
- Passionate about organizational sustainability
- Proactive and innovative
- Knowledge of best practices in organizational grant writing
- Experience in creating alliances with the private sector in the US and/or Europe
- Have started your own organization or business, built a program or raised seed funding or major donor support in the past
- Proven ability to work autonomously with self-directed guidelines
- Where others see boundaries, you see opportunities

This position comes with a local Guatemalan base salary, with incremental performance-based opportunities to increase that salary over the course of your contract.

HOW TO APPLY

To apply, please send us your CV and a cover letter, including how you heard about Alterna, when you are able to start, and how much time you would be able to dedicate. Send these to alternahr@alterna-la.org. Please include your name and the title of the position you are applying for in the Subject of the email. We look forward to receiving your application!

Website: <http://www.alternaimpact.org/>



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