



L'Arche International is searching for a

HEAD OF PHILANTHROPY IN EUROPE

May 2025

Full-time, remote position
based in France, Belgium, or Germany



L'ARCHE INTERNATIONAL AND THE ROLE OF HEAD OF PHILANTHROPY IN EUROPE

Looking for meaning in your job? Join a team working to help advance a major movement - the inclusion of people with disabilities in the world. L'Arche International is recruiting a Head of Philanthropy in Europe to support its actions at the international level.

Our organization, mission, and values

Present in 160 locations in 37 countries and on 5 continents, L'Arche is a federation of communities. Together, we are people with and without disabilities sharing in community, engaged in mutual support, learning, and advocacy.

L'Arche promotes inclusion for all through community-based supportive living and innovative social projects in the fields of employment, education, health, arts and media. We center the dignity, rights and belonging of every person at the heart of our work.

Our approach is based on relationship - we seek to be authentically present to each other and to the world.

At L'Arche, we envision a more inclusive and connected world, and we collaborate with partners on this meaningful mission.



The Position

The role of Head of Philanthropy in Europe is situated within the Partnerships Department of L'Arche International, responsible for the development of private and public funding to support the work of L'Arche International worldwide and the development of L'Arche's actions around the world, particularly in economically under-resourced environments. The professional in this position will be a key player in advancing strategic partnerships in Europe.



PRIMARY RESPONSIBILITIES AND CANDIDATE PROFILE

Development of financial partnerships in Europe

In collaboration with teams across the L'Arche Federation and in communities,

- Contribute to the design of L'Arche International's fundraising strategy, translate the strategy into an action plan and objectives with financial partners in Europe
- Actively identify and qualify new partners (companies, foundations, individuals)
- Manage and develop a portfolio of qualified donors and prospective financial partners
- Activate and mobilize networks to facilitate contact with prospective partners, develop relationships with referrers
- Monitor and analyze market practices and the philanthropy sector in Europe

Growth of financial resources

- Design proposals to secure financial investments and gifts; structure, write and present project proposals to be funded, in collaboration with the Partnerships team
- Build, year after year, a growing portfolio of multinational partners (individuals, foundations, companies)
- Achieve the organization's objectives related to increased financial resources

Donor retention and engagement

- Lead and support the longevity and growth of relationships with financial partners in Europe
- Manage the monitoring of support: the implementation of donor commitments, administrative, legal, and budgetary management, reporting and communication

**To apply
please email resume, cover letter,
and two professional references
to Franziska Bulle, Director of
Human Resources, at
candidat@larche.org**

Education and Experience

- Higher education (business school / communications / marketing)
- Minimum 10 years of experience in the field of philanthropy with international service organizations, foundations, or in wealth management
- Successful experience in the field of fundraising
- Experience with the monitoring of projects on an international scope an asset
- Prior experience with the mission of L'Arche is an asset

Skills

- Strong knowledge and understanding in areas of economy and philanthropy
- Excellent interpersonal skills and ability to adapt to different audiences
- Motivated by challenge and the opportunity to contribute to impact
- Excellent written and oral communication skills in French and English. Additional languages considered an asset.
- Proficiency in office software (Word, Excel, PowerPoint, Canva)
- Ability to evaluate practices, develop new tools and improve methods
- Ease with progress indicators, the use of a CRM, and data analysis

Qualities

- Empathy, active listening, dedication, strong work ethic, attention to detail, team player, collaboration and sense of service
- Autonomy, strong initiative, ability to manage several projects simultaneously and to adapt to a constantly changing environment
- Passion for social innovation and international solidarity

Contract et location

- Full-time, permanent position
- Position based in France, Belgium, or Germany, primarily remote
- Regular travel, primarily within Europe
- Compensation commensurate with experience