

DIRECTOR OF FUNDRAISING AND OUTREACH

Application Pack



Borneo
Nature
Foundation

We are looking for an experienced fundraising and communications leader to take charge of our external-facing functions - partnerships, grants and communications - at a pivotal point in our growth.

Location: UK-based, either in our Cornwall office or remote with regular travel to our Cornwall office; and occasional travel to Indonesia. Applicants must have the right to live and work in the UK.

Contract: Salaried position, offered on a full-time or part-time basis

Salary: £42k - £45k (pro-rata if part-time)

Reports to: Chief Executive Officer

Direct reports: Communications Manager; Senior Partnerships and Philanthropy Manager; Senior Grants Officer

Governance: Member of the Board of Directors

Starting date: As soon as possible

About us

We, Borneo Nature Foundation International, is a UK-registered conservation charity that believes that everything is connected. We work to protect and restore the rainforests and peatlands of Borneo for a world where people and nature thrive. Our field programmes, delivered in partnership with Yayasan Borneo Nature Indonesia, are based in Central Kalimantan - home to orangutans, gibbons, clouded leopards and some of the most biodiverse and carbon-rich forest left on Earth. We work hand-in-hand with local communities and Indonesian institutions to protect this landscape for the long term, combining rigorous conservation science with practical, community-centred action on the ground and education. Find out more about our work in our [2025 Impact Report](#).

The Role

This is a senior leadership role with a seat on our Board of Directors, responsible for setting and delivering an integrated strategy to grow both our income and our public profile, while building and leading a high-performing team across three connected disciplines.

You will line-manage our Communications Manager, Senior Partnerships and Philanthropy Manager, and Senior Grants Officer, creating the conditions for each to do their best work while ensuring the team operates as a coherent, ambitious unit aligned behind a shared strategy. You will personally oversee relationships with our most significant partners and donors, open new doors with corporates, high-net-worth individuals and institutional funders, and represent Borneo Nature Foundation at the highest level externally.

This is a role for someone who combines strategic fundraising leadership with a genuine, grounded understanding of the conservation challenge we are working on - someone who can speak with authority and credibility to donors, partners and the conservation science community alike; and who can lead and inspire teams.

What you'll be doing:

- Leading the development and implementation of an integrated Fundraising and Outreach Strategy spanning partnerships, grants and communications, driving its delivery against clear KPIs
- Personally managing relationships with our major donors and most significant partners, and opening new senior-level relationships with corporates, HNW individuals and institutional funders
- Providing strategic oversight of our communications and public profile, ensuring our external presence consistently supports fundraising and partnership goals
- Overseeing the development of a strong, diversified grants pipeline and quality-assuring major proposals
- Line-managing, developing and supporting three direct reports and their teams, and building the team's capacity over time
- Identifying and acting on emerging funding opportunities in close coordination with our programmatic and science teams in the UK and Indonesia
- Representing us externally at sector events, donor meetings, and in the media
- Contributing as a member of the Board of Directors to BNFI's wider strategic direction

About You

We're looking for someone who brings most or all of the following.

Essential

- A strong track record in senior fundraising, partnerships or communications leadership within the non-profit or conservation sector, including personal success in securing significant partnerships, major gifts, or grant income
- Proven experience leading and developing a team, with the ability to manage multiple direct reports across different disciplines
- Excellent relationship-building skills, with the confidence and credibility to engage corporates, high-net-worth individuals and institutional funders at a senior level
- Strong strategic thinking, with the ability to set direction across multiple functions and translate strategy into a deliverable plan

- Outstanding written and verbal communication skills
- A genuine, demonstrable interest in tropical forest conservation and willingness and ability to engage substantively with the scientific and conservation context of our work

Highly desirable

- Direct knowledge of Borneo and/or the conservation landscape of Central Kalimantan, including familiarity with the challenges and opportunities facing rainforest and peatland conservation in the region
- Familiarity with BNF, our programmes, partners and ways of working - we particularly value candidates who can speak credibly to both the strategic and the funding sides of our work
- Experience working across international teams and with in-country partners in Indonesia or a similar context, with working knowledge of Bahasa Indonesia an advantage
- Experience of Board-level governance or strategic leadership roles

Why Join Us

You'll be joining a small, dedicated and highly experienced team working to deliver positive conservation outcomes in one of the most important rainforest landscapes in Southeast Asia, with the opportunity to shape the next stage of our growth. You'll work closely with our CEO, our scientific leadership, and our partners in Indonesia, with real autonomy to set and deliver strategy across your portfolio.

Benefits

We try our best to look after our staff well. We're a family-friendly workplace and value work-life balance. We're happy to discuss flexible hours and working arrangements. We offer a generous holiday allowance, starting at 25 days per year on top of bank holidays, and increasing by one day for each full year of service up to a maximum of 30 days (pro-rata for part-time employees).

We invest in staff development. Tell us what you need to do better and we will support that, and if you're keen to learn, we pay for Indonesian language lessons too. We offer a paid volunteer day per year, giving team members the chance to get involved with initiatives that matter to them.

You'll work in an international team, with people based in the UK, France, Catalunya, the Netherlands and Indonesia. We're a friendly team, passionate about protecting one of the most biodiversity-rich and globally important places on earth. If you join us, you'll get the chance to travel to Borneo to meet the field teams and visit the projects in the rainforest.



How to Apply:
Please send a CV and a covering letter setting out your suitability for the role, including how your experience and interests align with the criteria above, and evidence of a successful track record, to careers@borneonature.org

Closing date: 23rd July 2026 at midnight

Interviews: From 30th July