



Blue
Alliance

MARINE PROTECTED AREAS

**We're hiring our
Director of
Development
for the United States**

Job Specification

U.S. Director of Development

Blue Alliance Marine Protected Areas

Together we are helping the planet, one Marine Protected Area at a time.

Location

You will be based in the US (Preference for the Northeast), working remotely as the head office of Blue Alliance is in the South of France, located near Marseille.

Type

Permanent, Full-time position

Remuneration

Commensurate with the role, responsibilities, and previous experience. Annual salary ranging from \$90 000-\$120 000 USD.

About Blue Alliance Marine Protected Areas

Blue Alliance (BA) (<https://bluealliance.earth/>), an international NGO founded in 2015, manages Marine Protected Areas (MPAs) on behalf of governments and builds social enterprises in the Blue Economy. BA currently manages 1,700,000 hectares of **Marine Protected Areas** (MPAs) across four MPA networks in Indonesia, the Philippines, and Zanzibar. With plans to extend our management to six MPA networks by 2030, our goal is to protect 9,000,000 hectares of coral reef biodiversity, safeguard over 70 threatened marine species, and significantly improve the livelihoods of more than 50,000 coastal community members.

Our innovative model not only focuses on ecological conservation but also ensures the economic empowerment of local communities through long-term income generation from **reef-positive businesses** in ecotourism, community-based aquaculture, sustainable fisheries, and blue carbon credits. Each business reduces specific drivers of coral reef ecosystem degradation and contributes financially to the MPA management through dividends and/or revenue sharing.

We fund early-stage investments into these businesses through our blended finance facility. We work with like-minded donors and investors by effectively co-managing MPAs and building **Blue Economy** businesses in and around them.

Our multi-disciplinary senior central management team (14 staff) collaborates closely with on-the-ground MPA teams and reef-positive enterprise teams (110 staff). The international team focuses on revenue and conservation strategy execution, providing expertise in effective MPA management, blended finance, and business management in ecotourism, aquaculture, fisheries, and blue carbon.

Role and Responsibilities

Blue Alliance seeks a dynamic and experienced **U.S. Director of Development** to spearhead our fundraising efforts across the United States. This newly created role offers an exciting opportunity for a seasoned fundraising professional to make a meaningful impact on our mission.

We seek a results-driven, entrepreneurial individual with a proven track record in major gift fundraising. As the primary U.S. fundraiser, you will lead efforts to secure support from high-net-worth individuals (HNWIs) and foundations, aligning with Blue Alliance's global fundraising strategy to achieve ambitious income targets.

Reporting to the Executive Director and working closely with the Partnership & Fundraising management team, you will collaborate to craft compelling proposals, develop funding reports and deliver exceptional donor stewardship.

Your key responsibilities will include, but not limited to:

- Cultivate and solicit support from Blue Alliance's 5 current U.S. donors.
- Identify, research, and qualify at least 25 new donor prospects annually, building an active portfolio of 80–100 donors within three years.
- Develop and meet ambitious U.S. fundraising targets.
- Deliver personalized, creative donor stewardship and communication.
- Coordinate donor relationships with senior internal stakeholders
- Plan and execute U.S.-based fundraising events, and support colleagues at public events.
- Serve as the primary fundraising liaison for trustees based in the United States.
- Prepare materials, proposals, and cases for support tailored to donor needs.
- Partner with external stakeholders, ambassadors, and volunteers to expand donor pipelines.
- Travel regularly within the United States, occasionally to France, and potentially MPAs.

We have a **strong corporate culture**, where the work ethic and entrepreneurial spirit are key values. We value autonomy, initiative, and the ability to innovate in a dynamic and fast-changing environment.

Qualifications & Requirements

- Proven **success in securing five- and six-figure gifts**, including multi-year commitments.
- Strong understanding of donor pipeline management and goal-oriented strategies.
- Expertise in **developing strategic and operational plans** to increase income significantly.
- **Strong familiarity with the U.S.** philanthropic landscape and ecosystem.
- Demonstrated ability to engage internal and external stakeholders to build networks, raise funds, and enhance organizational visibility.
- Ability to **collaborate effectively** with international teams.
- Proactive and solution-oriented and take on new responsibilities
- A **keen interest in developing countries** and issues related to marine protected areas

Benefits

- Competitive salary commensurate with experience (bonuses, health insurance, company savings plan, etc.).
- Opportunity to play a key role in a stimulating work environment within an organization dedicated to marine conservation.
- Being part of a passionate team committed to making a positive impact on the environment and local communities.

Application Process

Interested candidates should submit a cover letter along with a resume/CV to jobs@bluealliance.earth

We are an equal opportunity employer, and all applicants will be considered for employment regardless of ethnicity, religion, sexual orientation, gender, family status, or disability status.

Deadline for Applications: 31 March 2025



Note: This job description is a general outline of the key responsibilities and requirements for the position of US Director of Development at Blue Alliance Marine Protected Areas. The specific responsibilities and tasks may evolve as the needs of the organization change and expand.