

# MANIFESTA

Head of Development & Fundraising  
International Foundation Manifesta (based in Amsterdam)

## **Who we are:**

Manifesta, the European Nomadic Biennial, rethinks the relations between culture and society by investigating and catalysing positive social change in Europe through contemporary culture in dialogue with the social sphere of a specific place.

Since 1996, Manifesta has taken place in a different European city or region every two years. Upcoming editions are Manifesta 16 in the Ruhr Area, Germany in 2026 and Manifesta 17 in Coimbra, Portugal in 2028. Given the growth of the scope of the organisation, Manifesta is looking for a motivated and experienced Head of Development & Fundraising based in the Netherlands. The Head of Development will work at the head offices in Amsterdam.

## **Why is working for Manifesta so intriguing?**

Manifesta is a Dutch non-profit organisation, based in the Netherlands which moves every two years for its edition to a new European capital. This nomadic structure allows for the international team members to travel to different cities across Europe, to work with a variety of nationalities whilst engaging in a meaningful manner with the local context to develop a project in the field of arts, culture, urbanism and ecology.

## **The Role:**

The Development Department focuses on acquiring financial support for the International Foundation Manifesta and the Manifesta biennial editions from private and public partners, national and international trusts and foundations, companies and individuals. Manifesta receives a generous basic budget from its Host Cities and Region, however, to execute its site-specific artistic programmes and operations, additional funds are raised for each edition of the biennial. In addition to funds for the specific editions, Manifesta is looking to develop multi-annual partnerships, aiming to create more financial independence and stability. The Head of Development & Fundraising is a senior function responsible for developing and executing a successful fundraising strategy.

## **Core Tasks and Responsibilities:**

- The Head of Development & Fundraising coordinates and implements Manifesta's broad range of fundraising activities in close collaboration with the Director in Amsterdam and the Development teams located in each Host City.
- Investigate, identify and develop European and international grant opportunities for

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the International Foundation Manifesta and its upcoming editions; Manifesta 16 Ruhr and Manifesta 17 Coimbra.

- Develop proposals and acquire sponsorship from corporate and private sponsors for the International Foundation Manifesta and each biennial edition, in close collaboration with local specialised teams.
- Write and submit grant applications for various programmes for each edition of Manifesta according to grant deadlines, including supporting documents aligned to the funding requirements.
- Support the maintenance of effective communication with funders and partners of the organisation, assuring grant conditions are met, create budgets, status overviews, write and submit financial and narrative reports.
- Represent Manifesta to different stakeholders, including public and private partners.
- Create and maintain effective communication with partners, including writing and submitting financial and narrative reports.
- Be present at special partner/VIP events in the Netherlands, Manifesta Host Cities and across Europe.

## **Required skills and experience:**

- Minimum 7-10 years relevant professional experience in non-profit fundraising, ideally with an existing network, demonstrable track record and exposure to international environments.
- Proven ability to meet Development targets (800,00 – 1,000,000 euros per edition), possess required expertise and up-to-date knowledge in existing and new donor acquisition channels including face-to-face and online partner retention and partner development methods.
- Experience with budgeting, reporting and financial administration.
- Organisation and management skills, ability to coordinate overlapping needs and timelines and to oversee a team.
- Excellent communication, negotiation and social skills, a diplomatic manner.
- Attention to detail and care in administrative processes.
- Flexibility and the ability to collaborate with team members across departments.
- Familiarity with the funding sector in the Netherlands.
- Excellence in spoken and written English.

## **Details:**

Start date: Preferably October 2025

Position: Full-time, 40 hours per week (including occasional evening and weekend work)

Location: Amsterdam (with occasional international travel required)

Salary: Commensurate with experience and seniority

Workplace: The role is based at Manifesta's HQ in the Rijksakademie van Beeldende Kunsten, Amsterdam. The successful candidate must be willing to travel to work with local teams in Manifesta's Host Cities.

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Manifesta is an equal opportunity employer. All qualified applicants will receive consideration regardless of race, religion, colour, national origin, gender, sexual orientation, gender identity, gender expression, age, status as an individual with a disability, or other applicable legally protected characteristics. This policy applies to all conditions of employment, including hiring. Manifesta operates under the Fair Practice Code of Solidarity, Trust, Sustainability, Diversity and Transparency, which means Fair Chain, Fair Share and Fair Pay.

**How to apply:**

Please send your motivation letter and CV with the reference Head of Development & Fundraising Manifesta to Cristina Hernández, Management Coordinator at [cristinahernandez@manifesta.org](mailto:cristinahernandez@manifesta.org) by Monday, 15 September 2025.

Successful candidates will be invited to an interview on Friday, 19 September 2025. Final selection of the candidate will be on Tuesday, 23 September 2025.