

## VACANCY: BUSINESS DEVELOPER DESIGN-A-THON WORKS

Start in September or a.s.a.p 2021, +/- 32 hours, based globally (within 3 hours of CET)

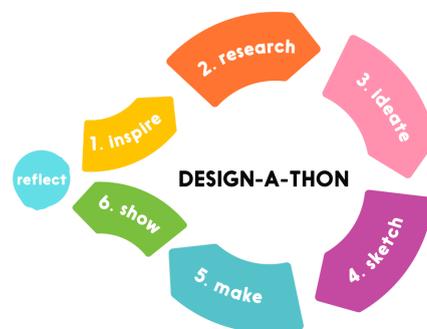
Do you want to build on our mission to enable the next million young changemakers around the world?

### The dream...

What if society were to radically reimagine the role of the child? What if we all saw children as changemakers, activists, scientists or inventors? What if every child was offered a path to develop these abilities? The ultimate aim of Design-a-thon Works is to enable 1 million children around the world to become changemakers for a better world. Secondly we want society to include children in co-designing shared futures.

### How do we create the change we wish to see in the world?

Our method is a design hackathon where children tackle complex global problems (the SDGs), use their creativity and develop prototypes (with simple technologies) and present their solutions to an audience. By doing a design-athon challenge, many children discover that their possibilities are unlimited and they think beyond their borders, literally and figuratively. The method focuses on building the inner abilities of all children, regardless of their gender, race, class, skill-level or learning situation. Children gain knowledge on the SDGs and develop 21st century skills to collaboratively develop new solutions, use new technologies and take action.



Our network partner organisations have enabled us, in the last 6 years, to reach a huge diversity of children and provide them with the opportunity to get social and environmental education, develop their changemakers ability and have their voices heard. Our network partners have a wealth of knowledge and capacity in their region. Together we are learning and developing new ways of: engaging society for inclusion of children; influencing decision makers; measuring our impact and developing new context-relevant approaches.

At Design-athon works we collaborate and co-create with many different stakeholders to amplify our impact in ways that are contextually relevant. In each SDG challenge we host, we strive to set up rich collaborations bringing together network partners, children, corporates, social enterprises and NGOs who together in turn influence decision makers & policymakers.

### A deeper look: how we work with network partners

Since 2014, we have worked with children globally, spreading the Design-athon method by hosting challenges on the SDGs with our network partners, teaching children new competencies and enabling their agency to co-design a better world!

To support this work, we have created an online learning platform containing multiple challenges and lesson materials on the SDGs, such as water pollution, poverty and climate change. The platform allows our network partners to engage students so that their children gain knowledge on the topic itself, while developing their 21st century skills. Furthermore they see that their ideas and concerns are taken seriously.

## A deeper look: how we work with decision-makers and diverse stakeholders

We work with many other stakeholders who for example: sponsor SDG challenges, commission us to design a tailor made challenges/program, expand the population of students we are able to reach etc.

Reasons why they partner with us:

- Mission alignment on the SDGs
- Innovative and custom made educational content focussing on 21st century competencies
- Opportunity to learn about children's perspectives as important stakeholders
- New way of having a meaningful engagement with their community
- Positive brand experience for a younger generation
- Employee engagement booster
- Deepening their relationship with existing customers



These are a few of the programs and projects we run:

- Dopper Changemaker Challenge Junior: [School challenge about plastic pollution](#) held in 5 countries, UK, Netherlands, Belgium, Germany and Nepal
- Design Futures: a [European Union](#) program for teachers to implement practices Design Thinking and Maker Education in the classroom
- Global Children's Design-a-thon (GCD) 2020: dedicated to what the world would be like when children design better futures for people and the planet using new technologies. Video: [Global Children's Design-a-thon 2020](#)
- Videos from previous Global Children's Design-a-thons: [Accra](#), [Montreal](#) and [Paris](#)

## Why join?

As a result of our wish to enable 1 million children around the world to become changemakers for a better world, we are now entering the next growth phase. For this next phase, we are looking for an outstanding individual who subscribes to the mission of Design-a-thon Works and is eager to join our team in the role of Business Developer.

A Business Developer is responsible for leading our client efforts. Clients can vary from NGOs to Social Enterprises and from Foundations to Corporate Businesses. They join our network as sponsors or by commissioning new projects.

You should join us because of:

- The bold ambition that we have
- The systemic change we wish to create in global (primary) education and the way in which adults view children
- The way we are shaping our impact organisation and building a sustainable business model
- The opportunity we offer to eventually (co)lead the Design-a-thon Works Foundation
- The appreciation we have for people with entrepreneurial spirit and the desire to grow a highly creative organization

## About the position

A Business Developer is responsible to:

- Develop innovative, world-class proposals and formats (based on the Design-a-thon way of thinking) that truly enable children to create the change they wish to see AND connect to the clients wishes and ambitions
- Identify and build new client relationships with business, foundations, social enterprises, government (local and national), CSR departments etc. to be able to sell commission based projects and to fundraise for other projects
- Help clients to articulate and structure their needs with a clear eye on the development of lesson materials for children
- Prepare creative proposals and lead efforts in pitching these proposals successfully to clients
- Be Accountable for overall delivery of new programs with operational responsibility for design and delivery lying with the Network partners, project managers, facilitators and the rest of the Design-a-thon Works team
- Manage the new program's budget, including invoicing, legal/procurement paperwork, reporting and evaluations that accompany such a program

A Business Developer:

- Is strongly aligned to the Design-a-thon Works Mission to enable 1 million children around the world to become changemakers for a better world and to include children in co-designing shared futures
- Has a relevant network (business, foundations, social enterprises, government (local and national, CSR departments etc.) and has the ability to engage global networks of new clients to reach the impact the foundation is striving for
- Has proven managerial experience (7+ years) within the NGO sector, Social enterprises and / or complex environments
- Has international work experience with a strong appreciation of diversity
- Is resourceful, self-directed, structured and organized
- Can balance intuitive insight with an unrelenting eye for the detail that is required to deliver world class programs
- Is a good team player and collaborator for DW staff and network partners, is able to build inclusive teams
- Has excellent communication skills and can both give and receive feedback in which the interests of the foundation are always leading
- Can think and work at a strategic level, can analyze, advise and act as a sparring partner to the Managing Director

## Are you up for this challenge? These things would help:

You want to make an impact, which means you have the drive to go the extra mile and are keen to be involved in fundraising, tapping into your network and visiting Design-a-thon Works activities. Preferably, you have experience, but at least you have affinity with the objectives of the foundation. We can always count on you.

- You show that you are driven to contribute to make the world a better place
- You have the potential to eventually (co)lead the Design-a-thon Works Foundation
- You consider yourself connected, proactive, fun and responsible

- You can make a commitment to the role between 60 percent and full time. Even though our HQ is Amsterdam based, we are open to considering applications from exceptional candidates who are located in other geographies
- You increase the diversity of the current Design-a-thon Works team
- You are happy to apply, even if you do not exactly tick all the boxes

### What do we offer?

So what is different about working at Design-a-thon Works? First of all, you're not just being part of an organisation, you're actually making a change in the world through preparing the next generation of changemakers. Sounds good? There's more! This is a once-in-a-lifetime opportunity to hop on board and be a part of a very international group of changemakers across the globe.

Do you want to know even more about Design-a-thon Works? Please visit: [designathonworks.com](https://designathonworks.com)

### Deadline:

Send us your cover letter and CV before 9 July 2021

### Questions?

Contact: Anne Sallaerts ([anne@designathon.nl](mailto:anne@designathon.nl) / +31-613787010)

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Design-a-thon Works is committed to equal employment opportunities and diversity.