

Business Development & Partnership Officer

for ARK, award-winning social innovator
full-time, remote



We're looking for a #badass who loves the hustle—doing diligence, crafting pitches, and relentlessly building win-win partnerships. You want to make an impact in today's crazy world, share our story, and bring in more champions. You thrive in a hyper-paced, global environment with our partners and team.

ARK Solves is a social impact innovator that co-invests with rural communities in the developing world who want to be food secure and self-sustaining in just 16 weeks. ARK solves hunger, transforms food systems, and builds climate resilient communities. We have the only sustainable food security solution out there. Over the past 5 years, we've proven that our behavior change model works—scaling 20x faster and at 1/10 the cost of other food security programs. Need proof? Check out our [impact reports](#) and [hear from our partners](#).

Now, we need someone eager to share our Feed Back solution across the Philippines and the Global South, and transform a million lives in the next 2 years.

As ARK's Development Officer, you will

- work closely with the CEO and Development Team to **hit revenue targets** that will fuel ARK's growth
- create **decks, proposals, and strategies** for engagement, pitching, and partnerships through strategy calls and research
- support and execute **marketing campaigns**, making them fun, impactful, and unforgettable
- **build ARK's visibility**, developing marketing and PR strategies to share our story and impact
- be part of a global organization at scaling phase, as you **grow our network of champions** who want to catalyze and co-invest with rural communities
- **meet game-changers and drum up cool ideas**, as you work with a global team and network from Manila to NYC
- **collaborate with a global team** and meet game-changers from Manila to NYC.

We offer a fun, growth-driven environment, cool benefits (fitness, mental wellness, and personal development stipends), and competitive pay.

You will love the work if you

- are **high-energy** (not all the time), **love connecting** with people, excel at building relationships
- are a **go-getter who works independently** but loves collaborating to get things done and get the most out of every engagement
- are **resourceful, curious, and confident** in pitching and securing grants and partnerships
- are **organized** and love staying on top of timelines to reach big goals
- want to apply your skills to create real impact, with **4+ years of experience** in business development or fundraising

Solve for food, solve for futures.

www.arksolves.org • [linkedin.com/company/arksolves](https://www.linkedin.com/company/arksolves) • [fb.com/ARKSolves](https://www.facebook.com/ARKSolves) • [instagram.com/ark.solves](https://www.instagram.com/ark.solves)

- thrive on **positive energy**, don't take "no" personally, and relentless in finding partners who are as tired of handouts and band aid solutions as we are
- Want to work in a global team and can work US-Eastern hours with our CEO in New York

Want in?

Email us at join@arksolves.org; subject: "*I want to join the badass team*"; we prioritize who emails first! Our candidacy process includes the opportunity to join ARK for a week or two, and see if it's a fit for you!

Tell us about yourself.

In your email please include your:

1. resume
2. letter – that sheds light on:
 - a. What aspect of ARK or the programs do you really like?
 - a. If you were to tell other people about ARK, how would you describe it?
 - b. What of your talent and experience do you want to contribute?
 - c. What do you want to learn, gain or achieve in your tenure with us?
 - d. How will working with ARK bring you closer to your dream or help you in your next venture say in 2 years or 5 years time?
 - e. What failure in your personal or professional life that you experienced do you still think of until today? What lessons did you learn and how did you get up from your stumble?
 - f. What are 3 things that your friends love about you? What do they all wish you would grow into?
 - g. the blanks (please fill in):
 - i. My heart skips and sings when "_____".
 - ii. When the going gets tough, I "_____"
 - iii. I need _____ first thing in the morning, no matter what.
 - h. Your earliest availability for an interview and a start date
3. Portfolio of work or narrative of the impact that you have made, cannot forget, and want to share

ARK is an award-winning social impact innovator solving hunger and for food security. Feed Back, our flagship vegetable exchange program, has become the go-to food security solution for national and international foundations and corporations. ARK works with rural communities to achieve food security at 1/10 the cost of traditional aid. With 100+ partner communities and nearly 200,000 lives nourished, ARK proves that abundance already exists, and that communities can build it for themselves. Join us in reimagining how the world fights hunger.

Solve for food, solve for futures.

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