Amazon Conservation Association
1025 Connecticut Ave NW, Suite 415, Washington, DC 20036
+1 (202) 234-2356 | info@amazonconservation.org
www.amazonconservation.org

PRESIDENT, AMAZON CONSERVATION ASSOCIATION

2026 JOB DESCRIPTION

ABOUT THE POSITION

Reporting to the Board of Directors, the President of Amazon Conservation Association provides visionary leadership, strategic direction, and organizational management to advance Amazon Conservation's mission to protect the Amazon rainforest and promote sustainable development across one of the world's most important regions for biodiversity, climate stability, and Indigenous stewardship. Learn more about Amazon Conservation at amazonconservation.org.

The President is responsible for ensuring the effective implementation of Amazon Conservation's programs, institutional sustainability, operational excellence, and fundraising success. The President leads a highly committed team of professionals in the United States and South America, providing strong fiscal responsibility, effective operations, and human resource management

The position serves as Amazon Conservation's primary representative before major philanthropic, corporate, bilateral, and multilateral donors and engages actively in international conservation, climate, biodiversity, and sustainable development forums. The role requires building strong partnerships with governments, Indigenous Peoples, civil society organizations, academic institutions, and the private sector to expand and sustain measurable conservation impact and community outcomes. Fundraising, institutional positioning, alliance-building, stakeholder engagement, financial stewardship, and organizational management are all essential to secure long-term financial sustainability.

An additional responsibility of the President is supporting the strategic Alliance between Amazon Conservation (United States), Conservación Amazónica-ACCA in Peru, and Conservación Amazónica-ACEAA in Bolivia in achieving landscape-scale conservation outcomes across the Amazon Basin. The President will help foster collaboration, shared strategic priorities, joint fundraising initiatives, and coordinated communications among the three organizations while respecting their respective governance structures and national contexts.

PRIMARY RESPONSIBILITIES

1. Strategic Leadership and Organizational Management

- Provide strategic vision and leadership to ensure Amazon Conservation's programs, partnerships, and investments advance the organization's mission and long-term objectives.
- Guide the planning, implementation, monitoring, and evaluation of conservation programs and initiatives, ensuring measurable ecological, climate, and social impacts.
- Work closely with the Board of Directors to establish strategic priorities, annual work plans, budgets, and institutional objectives.
- Ensure organizational excellence through sound financial management, risk management, governance, human resources, and operational systems.
- Lead, manage, and encourage a team of highly specialized, talented professionals in a hybrid/remote work model throughout the US and Amazon.
- Seek expert input, honor collaborative process, and make clear decisions.
- Work directly with the Finance and Operations Director to manage a dynamic budget environment and ensure organizational financial health.

- Foster a high-performance organizational culture based on collaboration, accountability, innovation, diversity, and respect.
- Recruit, mentor, and retain a talented and diverse team of professionals.

2. Fundraising and Resource Mobilization

- Serve as a key fundraiser for Amazon Conservation's fundraising strategy to significantly increase unrestricted and restricted revenue from a diversified portfolio of funding sources.
- Cultivate, steward, and expand relationships with major donors, foundations, family offices, high-net-worth individuals, and philanthropic organizations.
- Develop and oversee major grant proposals, strategic funding initiatives, and innovative financing opportunities.
- Collaborate closely with alliance partners to secure multi-country and regional funding opportunities.
- Develop and implement a corporate engagement and partnership strategy aimed at attracting private-sector investment in conservation, sustainable supply chains, restoration, nature-based solutions, and climate initiatives.
- Identify emerging funding opportunities and position Amazon Conservation as a preferred implementing partner for major conservation and climate investments.

3. International Affairs and External Relations

- Build and maintain strategic relationships with bilateral donors, including agencies such as GIZ, NORAD, SIDA, and similar institutions.
- Strengthen relationships with multilateral organizations and financial institutions, including the World Bank, Inter-American Development Bank, Global Environment Facility, Green Climate Fund, United Nations agencies, and other international funding mechanisms.
- Engage proactively with philanthropic networks, international conservation organizations, scientific institutions, and policy leaders to elevate Amazon Conservation's visibility and influence.
- Ensure Amazon Conservation's active participation in major international events and policy processes, including UN Climate Conferences (COPs), Biodiversity COPs, Climate Weeks, conservation congresses, sustainable finance forums, and related international gatherings.
- Monitor emerging international policy and conservation trends and funding priorities and position Amazon Conservation to capitalize on strategic opportunities.

4. Communications and Organizational Visibility

- Act as Amazon Conservation's principal spokesperson in the United States and internationally.
- Enhance Amazon Conservation's visibility, reputation, and influence among donors, policymakers, conservation leaders, media, and strategic partners.
- Oversee institutional communications and messaging to ensure clarity, consistency, effectiveness, and alignment with organizational goals.
- Promote and communicate the impact of Amazon Conservation's conservation, climate, science, and community-based programs to diverse audiences.

5. Strengthening the Amazon Conservation Alliance and Regional Partnerships

- Serve as a champion for the strategic alliance between Amazon Conservation, Conservación Amazónica-ACCA, and Conservación Amazónica-ACEAA to promote a shared vision and common strategic framework that leverages each institution's strengths while maintaining local leadership and autonomy.

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- Facilitate joint planning, knowledge exchange, communications, fundraising, and program development among alliance partners.
- Support the development of joint initiatives that demonstrate the value of a coordinated Amazon-wide conservation approach.
- Work to build regional partnerships throughout Amazonia to build on and extend the reach and impact of Alliance activities. Ensure that regional conservation priorities, donor engagement efforts, and institutional growth strategies are aligned across the alliance and its partnerships.
- Strengthen governance mechanisms and institutional relationships that reinforce trust, collaboration, and long-term effectiveness within the alliance.

DESIRED QUALIFICATIONS AND EXPERIENCE

- Deep commitment to the mission of Amazon Conservation and sustainable development.
- Demonstrated success leading complex organizations, major conservation initiatives, or comparable international programs.
- Experience leading teams of professionals in a hybrid/remote work environment.
- Strong fundraising skills and a track record of working with philanthropic foundations, major donors, corporate partners, bilateral donors, and multilateral institutions. Comfort in making direct contact and specific requests for support.
- Proven ability to develop and manage strategic partnerships across diverse stakeholder groups.
- Significant professional experience working in Latin America, preferably in Amazonian countries.
- Demonstrated experience representing organizations at high-level international forums and engaging with senior government officials and donor agencies.
- Experience developing and implementing corporate engagement and resource mobilization strategies.
- Strong understanding of international conservation finance, climate finance, biodiversity funding mechanisms, and donor landscapes.
- Experience in conservation strategies and similar fields, including bioeconomy, forest governance, climate policy, carbon markets, and forest crime initiatives.
- Strong understanding of South American political, social, and cultural contexts.
- Financial acumen and experience overseeing organizational budgets and financial sustainability.
- Strong communication, writing, public speaking, negotiation, and diplomatic skills with the ability to tailor messaging for different audiences.
- Experience working effectively with Boards of Directors and governance bodies.
- Willingness and ability to travel up to 25% of the time.
- Advanced degree in conservation, environmental policy, international development, public administration, business administration, or related field required.
- Training or experience in conflict resolution, coalition building, or organizational change management is desirable.
- **Fluency in English and Spanish required;** Portuguese strongly preferred.
- Legal status to work in the United States full-time required.

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OTHER DETAILS

Compensation Package: Salary is competitive and commensurate with experience. Amazon Conservation offers a highly competitive benefits package, including:

- Fully employer-paid medical, dental, and vision insurance, plus short- and long-term disability coverage
- 70% employer-paid dependent health coverage
- Matching pension plan
- 40 days of paid time off annually (25 vacation days, 12 sick days, and 3 personal days)

Location: Washington, D.C. area strongly preferred; close proximity to and/or willingness to be in Washington, D.C. on a frequent basis could be discussed. Amazon Conservation has staff in Amazonian countries and the US, with staff in Washington, D.C., coming to the office on certain days of the week. Travel up to 25% of the time within the US and to Amazonian countries is expected.

Amazon Conservation is an Equal Opportunity Employer (EOE). Amazon Conservation commits to establishing and fostering an equitable and inclusive environment where all members feel safe, supported, and valued. We believe a diversity of experience, positionality, and perspective is central to maximizing our work protecting the Amazon Rainforest.

HOW TO APPLY

Interested candidates are invited to submit their resume and a cover letter outlining their relevant leadership background and interest in joining Amazon Conservation through this LinkedIn job post: https://www.linkedin.com/jobs/view/4484736415/. No phone calls or LinkedIn messages, please.

Applications will be reviewed on a rolling basis until the position is filled.