



Acquisition Lead (UK or Netherlands)

Location: London, Amsterdam, flexible

Hours: 40 hours

Duration: One-year contract with initial trial period and option to extend



What we do

At the **Sea Ranger Service**, we are dedicated to restoring marine ecosystems, as well as empowering individuals to create a positive in their own personal development. We train young people as Sea Rangers to carry out vital conservation work, such as biodiversity restoration and marine protection. At the same time we support them in their maritime career steps. Our mission is to safeguard oceans for future generations and support coastal communities in the process. As we continue to grow, we are looking for an experienced acquisition professional to join our team and help us make an even bigger impact.

[Click here to learn more about our work](#)

What we need

We are looking for an experienced, results-driven **Acquisition Lead** to lead the development and execution of our acquisition strategy. This role will focus on driving the acquisition of new clients and partners, securing strategic partnerships and identifying new revenue streams to support Sea Ranger Service's expansion and impact. You will play a crucial role in the long-term sustainability of the organisation by driving our acquisition efforts, while also collaborating closely with other teams to achieve organisational goals. This is an entry-level position with the perspective to grow to a more senior level over time, depending on targets met.

Key Responsibilities

- **Acquisition strategy:** Collaborate on the creation and execution of a revised Sea Ranger Service acquisition strategy, with a focus on identifying and engaging new clients and partners.
- **Partnership development:** Cultivate and manage relationships with key clients, corporate partners and key individuals within the sectors in which we operate.
- **Revenue growth:** Identify and pursue new opportunities for revenue generation, including new service developments and supporting expansion planning.
- **Client stewardship:** Develop and implement strategies for client retention and stewardship to ensure long-term partnerships and sustained relationships.
- **Market research:** Stay up to date with trends in environmental work, marine conservation, and corporate social responsibility to continually optimise acquisition strategies.
- **Cross-department collaboration:** Work closely with the leadership team, communications and fundraising teams to align acquisition efforts with organisational goals and create compelling messaging that drives engagement.
- **Reporting and analysis:** Track and report on acquisition metrics, providing data-driven insights to refine strategies and improve outcomes.

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Your experience

- **Experience:** Proven experience in client acquisition and partnership development, ideally in the nonprofit, sustainability, environmental or maritime sectors.
- **Strategic thinking:** Ability to develop and implement long-term strategies that drive sustainable growth and align with Sea Ranger Service's mission.
- **Networking:** An existing network of contacts in the nonprofit and corporate sectors and/or the ability to build it for strategic growth.
- **Communication skills:** Excellent verbal and written communication skills, with the ability to craft compelling proposals, pitches, and messaging for diverse audiences.
- **Sales/Acquisition expertise:** Demonstrated expertise in sales, fundraising and/or acquisition, with a proven track record of securing significant funding, partnerships or work assignments.
- **Education:** A degree in business, nonprofit management, environmental studies, or a related field is a plus but not essential. At the Sea Ranger Service we focus on competencies and your employment track record, rather than just educational achievements.
- **Language skills:** Fluency in both Dutch and English, as these are key languages for our partnerships and acquisition efforts.
- **Passion for marine conservation:** A strong commitment to Sea Ranger Service's mission and a deep interest in marine conservation and sustainability.
- **Travel willingness:** Willingness to travel domestically and internationally as needed for partnership and client meetings, events and other acquisition-related activities.

Who we are

We are a mission-driven organisation where a diverse team of employees passionately works on restoring nature at sea and create social impact within the wider sustainable blue economy. With our activities we contribute measurable impact to the UN Sustainable Development Goals 8 (work), 9 (infrastructure), 10 (reduced inequality), 13 (climate action), and 14 (life below water).

In a pioneering work atmosphere, we work together on the growth of the Sea Ranger Service, in multiple countries in Europe and beyond. A large part of our team works at sea. The rest works hybrid, so both from home and from our operational base in Den Helder or our office in Amsterdam. Once every two weeks there is a change of shift at the ship where all colleagues see each other and can catch up.

We find a healthy work-life balance and personal growth important and believe that both contribute to a strong team that is ready to accelerate our mission. Some of the values we hold dear are: Safety comes first, Collaboration is key, We serve our mission, The learning never stops, Integrity matters and We care for each other.





What we offer

- **Impactful work:** Be part of a growing organisation focused on environmental sustainability and marine conservation, combined with youth empowerment.
- **Collaborative environment:** Join a passionate, diverse, and innovative team committed to making a global impact.
- **Global opportunities:** Engage with international stakeholders, travel to exciting locations, and contribute to global marine conservation initiatives.
- **Personal growth:** Opportunities for professional development and career progression within a fast-growing, mission-driven organisation.
- **Competitive salary:** Starting salary 42,000 - 45,000 gross, excl. holiday pay.

[Learn more about our recent achievements](#)





Interested?

If you are an experienced Acquisition Professional who is passionate about environmental conservation and social impact that aligns with our values, we would love to hear from you. Please apply through [this link](#). Deadline for applications: **5 May 2025**.

At Sea Ranger Service, we believe in diversity and inclusion and are committed to building a team that reflects the diverse world we serve. We encourage applications from all backgrounds.

Help us!

If this vacancy does not match what you are looking for but you have read it enthusiastically, you may be able to make someone else happy with this opportunity. Then please share this vacancy in your own network, thanks in advance!