



DIRECTOR OF PARTNERSHIPS

Reports to: CEO

Location: Global remote working

Starting on consultancy basis to be ideally converted to payroll later; part-time considered; essential travel as required

About the Resource Alliance

Our mission is to change the world by weaving together a global alliance of people fighting for positive change and equipping them with the knowledge and resources they need to accelerate lasting social impact. The [Resource Alliance](#) exists to strengthen the social impact sector, by helping people responsible for *resource mobilisation* to develop the knowledge, tools and connections necessary to fuel their organisation's work.

We support a highly engaged community by providing them access to innovative thinking, best practices and collaborative networks that ensure they are constantly growing their ability to *resource the organisations and causes they serve*.

Role summary

This is an exciting new role at the Resource Alliance. The successful candidate will work across the organisation to build successful long-term partnerships with a wide range of organisations – from foundations to private sector partners, strengthening the organization's mission and vision. The Director of Partnerships will work closely with the CEO as RA look to grow its engagement and income.

Key responsibilities and duties

- Build, develop and manage new long-term partnerships supporting the wider mission and vision.
- Identify and support foundations / trusts / corporate fundraising engagement opportunities.
- Build, develop and maintain a robust prospect pipeline, diversifying funding sources.
- Develop proposals, concept notes and cases for support to lead dialogue with new partners.
- Develop a partnerships content and communications plan, identifying key moments to drive further engagement with our partners and raise our profile.
- Develop strategic cultivation plans for key prospects and sectors, working with colleagues across RA to progress opportunities.
- Work collaboratively with colleagues across RA to identify and develop projects of potential interest and produce bespoke, high-quality proposals and presentations.
- Identify collaboration opportunities, innovative trends and transformation opportunities to accelerate reaching the mission's impact.
- Provide regular updates on progress against agreed metrics – with the partners and externally.
- Ensure appropriate contractual partnership agreements are in place.
- Ensure that systems and processes are effective, including database, GDPR rules, fundraising guidelines and RA policies.

Person specification

| Key Criteria | Specific Criteria |
|------------------------------|---|
| Key knowledge and experience | <ul style="list-style-type: none"> • Minimum of 10 years of experience with foundation, trust and corporate fundraising/resource mobilisation, ideally in a global setting. • Experience in successfully managing a portfolio of funding opportunities from prospect research to grant agreement. • Self-starter and independent worker with the ability to go out and pursue new prospects with minimum support, helping Resource Alliance build from zero a fundraising pipeline. • Demonstrable fundraising track record, including cultivating corporate and individual gifts or sponsorships at local, regional, and ideally international level. • Experience of working in a multicultural environment with excellent interpersonal skills and the ability to multi-task. |
| Skills | <ul style="list-style-type: none"> • Highly organised and able to prioritise, plan effectively and work to deadlines. • Excellent relationship management skills. • Excellent oral and written communication skills. • Knowledge of standard Microsoft Office software. • Comfortable working with databases to manage supporter records and report on progress. • Experience within a fundraising team. |
| Personal attributes | <ul style="list-style-type: none"> • Confident in building relationships. • Comfortable in representing the charity. • Interest in and awareness of mental health issues and a commitment to working to meet the charity's objectives. • Capable of working as part of a team and autonomously. • Enthusiastic and flexible with a strong willingness to learn. |

Diversity and Inclusion

We are an equal opportunities employer. We are committed to equality of opportunity and to providing a service and following practices which are free from unfair and unlawful discrimination. This position is open to non-UK individuals as it's a remote working role.

Our offer

Starting on consultancy basis to be ideally converted to payroll later; remote working; part-time considered; essential travel as required.

How to Apply

To apply for the post, please send a letter of application stating the skills and approach you would bring to the role, along with your CV/resume in English to Oma Ofurum at hr@includehr.com. Please put Director of Partnerships, RA in the subject line and let us know where you saw this exciting role.

The deadline for application is Sunday 17th July 2022