Senior Partnership Advisor, Foundations & Private Sector (Re-advertisement)

Deadline:
20-11-2026

Job Category:
Fundraising

Position Type:
Fuldtid

The overall purpose of Danish Red Cross' (DRC) international engagement is to increase and strengthen humanitarian impact, inspire and act for human dignity, and enhance resilience and social cohesion in contexts of poverty, conflict and disaster.
The Global Partnership unit leads the coordination and strategic direction of the Danish Red Cross' international partnerships, external and within the Red Cross and Red Crescent movement. The Unit is responsible for global resource mobilization efforts and initiatives and provides support to countries and regions. The Unit hosts the Danish Red Cross' core donor specialization knowledge and capacity on compliance and strategies. Furthermore, the unit supports and quality assures proposals to core donors.

The position

As part of the Movement relations and private partnerships team (MOPS), the Partnership Advisor will drive Danish Red Cross' strategic engagement with Danish and international foundations and private sector actors, with the objective of growing and diversifying non-institutional funding and strategic partnerships. The role combines new partnership development with strategic management and growth of high-value, multi-year partnerships. It focuses on senior-level relationship building, development of innovative partnership models, negotiation of multi-year agreements, and strong partnership stewardship across the full lifecycle. The Advisor will position DRC as a preferred humanitarian partner among Danish businesses, corporate foundations, family foundations, and selected international private sector actors through collaboration within the Red Cross and Red Crescent Movement.

Main responsibilities:

- Develop and implement a multi-year strategy for Danish and international private sector and foundation engagement aligned with DRC's international priorities.
- Build and convert a qualified pipeline of high-value partnership opportunities, with clear income and partnership-growth ambitions.
- Lead the strategic management of one or more high-value, multi-year foundation partnerships, including relationship management, governance, internal coordination, delivery oversight and identification of opportunities for growth.
- Ensure strong partnership stewardship throughout the grant lifecycle, working closely with programme, finance and operational colleagues to support delivery, reporting, compliance and proactive management of risks and partner expectations.
- Develop partnership models beyond traditional grant funding, including strategic co-creation and multi-stakeholder alliances.
- Support country and regional teams to identify, shape and pursue high-potential private sector and foundation partnerships.
- Work closely with Business Development Advisors, Fundraising, and Operations to align private sector engagement with programming priorities.
- Represent DRC in relevant private sector and foundation networks and relevant Movement platforms related to private sector engagement.

We expect you to have the following qualifications:

- A master's degree or MBA in Business, International Affairs, International Development or related
- Significant experience (7-10 years) in business development, resource mobilization, partnership development, preferably in the humanitarian or non-profit sector
- Demonstrated success in securing high-value, multi-year private sector or foundation

partnerships
•Demonstrated experience managing complex, high-value, multi-year and/or multi-stakeholder partnerships including stakeholder engagement, negotiation, renewal and growth
•Strong established network in Denmark and ideally internationally
•Solid understanding of private sector CSR strategies, corporate foundations, and philanthropic trends
•Strong strategic account-management skills, including experience balancing partner expectations with organisational priorities and operational realities
•Experience coordinating complex partnerships across multiple internal teams, technical areas and geographies
•Strong verbal and written communication skills in English, Danish is an advantage

As a person you have the following competences:

•High level of strategic thinking and diplomatic and political judgement
•Ability to lead processes and engage people across functions and geographies
•Results-oriented and entrepreneurial mindset and ability to turn opportunities into concrete action.
•Collaborative team player with the ability to build trust and work in a multicultural environment

We offer

A full-time position of 37 working hours per week in an inspiring workplace. You will have the opportunity to work in a diversified motivated team of donor experts and be part of Danish Red Cross' large global humanitarian action. You will refer to the Head of Global Partnership in Copenhagen.

The position is based in Copenhagen with potential 4-8-week travel. Salary and employment conditions will comply with Danish Red Cross's collective bargain agreement with AC.

Application and further information

We look forward to receiving your application via the Red Cross home page www.rodekors.dk/job

In case you have questions to the position please contact Head of Global Partnerships, Marie-Chantal Legendre Dahl mcd@rodekors.dk or Team coordinator Vivian Pucher vipuc@rodekors.dk

Application deadline is 20th November 2026; Interviews will take place soon thereafter. The expected date of commencement is as soon as possible, preferably no later than January 1st.