

Business Development Advisor and Team Coordinator - **Deadline:** 02-06-2025

Global Partnerships

Contact Person:
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We are seeking a proactive and dynamic Business Development Advisor and team coordinator to drive growth and build strategic partnerships for the Danish Red Cross' (DRC) international work. The successful candidate will identify funding opportunities, foster donor relationships, drive the further development of DRC's partnerships with private sector/Foundations and develop new alliances in alignment with our International Strategy. This role requires strong strategic/analytical, communication, and networking skills, with a deep commitment to humanitarian values.

Job Category:
Fundraising, Humanitært arbejde, Andet

Position Type:
Fuldtid

About us

The Danish Red Cross works to increase and strengthen humanitarian impact, promote human dignity, and build resilience and social cohesion in some of the world's most vulnerable regions. You will be joining our Global Partnership Unit in the International Department. The Unit drives our international partnership engagement and is responsible for global resource mobilization efforts and initiatives, provides support to countries and regions and ensures compliance with donor requirements. As a consequence of the closure of USAID and major donor cuts causing a severe humanitarian funding crisis, DRC is accelerating efforts to diversify partnerships and explore new alliances and financing models across traditional donors, the private sector, and foundations.

The position

You will coordinate and collaborate within a small team focused on engaging foundations, Red Cross family and private sector donors. Together, you will identify innovative ideas, forge new partnerships, and pinpoint key stakeholders within specific thematic or geographic focus areas. Your role will involve contributing to the development of scalable business plans based on market concepts. You will secure an appropriate level and diversification of resource mobilization to support DRC's actions within the focus areas Health/psychosocial support, anticipatory action/Response and Migration.

More specifically you will:

- Translate visions into business priorities and strong resource mobilization plans
- Identify, develop, and support new and current partnership engagements including identifying and building relationships with prospective collaborative partners
- Co-design, co-develop and support implementation of business development plans linked to global and regional strategies
- Identify global opportunities for partnerships including academia, governments agencies, multinational organizations, private sector, foundations, etc.
- Pitch plans and investment opportunities to management
- Participate in development of innovative approaches and concepts to fulfill DRC priorities and generally participate in innovation initiatives
- Ensure the dissemination and use of business development tools at HQ, regional and local levels
- Represent the organization at donor meetings, conferences, and networking events to increase visibility.

What You Bring:

We are looking for a motivated, skilled individual who thrives in dynamic, mission-focused settings and brings interest and knowledge from both the humanitarian and the private sector.

Ideally, you possess:

- A master's or MBA in Business, International Affairs, International Development or related
- Minimum 6-7 of years' experience in business development, resource mobilization, partnership development, preferably in the humanitarian or non-profit sector
- Experience with team coordination
- Some field experience with development/ humanitarian work
- A good understanding of the international development/humanitarian funding sector
- Thorough knowledge or experience from the private sector
- Knowledge within Innovative Financing an advantage
- The ability to engage and provide capacity support at different levels

Strong skills in planning and facilitation

- Proven track record of securing funding and managing donor relationships

- Strong networking, planning, facilitation and coordination skills

In addition

- You have diplomatic instincts with good communication and negotiation skills.
- You have strong verbal and written communication skills in English. Knowledge of Danish, French and/or Arabic is an advantage
- You are a collaborative team player with the ability to work in multicultural environments.
- Able to travel a minimum of 8 weeks per year

We offer:

A full-time position of 37 working hours per week in a busy and inspiring workplace showing flexibility. Furthermore, you will have the opportunity to work in a motivated team and be part of Danish Red Cross' large global humanitarian action and contribute to impact. You will refer to the Head of Global Partnerships in Copenhagen. The position is located in our offices in Copenhagen. 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
For specific questions please contact Head of Global Partnerships, Marie-Chantal Legendre Dahl
mcd@rodekors.dk

The application deadline is June 2nd, 2025. Interviews will take place soon thereafter; the expected start date is August 1st 2025.

About the Red Cross Red Crescent network

The international Red Cross and Red Crescent network is the largest humanitarian network in the world, with a presence and activities in almost every country. All Red Cross and Red Crescent activities have one central purpose: to help those who suffer, without discrimination, whether during conflict, in response to natural or man-made disasters, or due to conditions of chronic poverty. Our work is guided by seven fundamental principles: humanity, impartiality, independence, voluntary service, unity, and universality.