

Partnership Delegate

Can you drive strategic partnership engagement and business development? Are you passionate about developing, testing, and adjusting financial modalities? And afterwards turning the modalities into concepts, pitches and proposals for strategic partners and donors? Most importantly, are you a patient, well-organized team player, passionate about localization? Then you might be the candidate we are looking for in the Danish Red Cross (DRC) Country Office in Ukraine.

The position will play an integral part in DRC's support to the Ukrainian Red Cross Society (URCS) on supporting the development of their recent Award and Proposal Development team. This support aligns with the DRC Ukraine Country Office's ambition to continue providing large-scale humanitarian assistance and long-term recovery support together with URCS to people affected by the crises in Ukraine.

DRC has been present in Ukraine since 2014 as one of the key partners to URCS, the largest volunteer-based national humanitarian organization in the country operating in all regions of the country through over 200 branches, 5,000 staff and more than 10,000 volunteers.

Since the escalation of the conflict in 2022, DRC has been supporting URCS in their massive scale-up of humanitarian assistance. We have jointly established and managed one of the first humanitarian supply chains into Ukraine providing more than 10.000 tons of humanitarian relief items supporting more than a million people, contributed to scaling up mental health and psychosocial support activities nationwide and supported humanitarian activities within health, international humanitarian law, youth engagement, branch development and winterization. Danish Red Cross remains committed to support the URCS in responding to the humanitarian as well as the long-term recovery needs in Ukraine.

DRC is seeking a Partnership Delegate to provide technical support to URCS on proposal development and resource mobilization, drive and support business development and new partnerships in Ukraine. The position is placed in the Partnership Team responsible based in Kyiv. The delegate will report to the Partnership Team Lead with line management to the Country Manager.

The successful candidate will be partially embedded in URCS and as such, perform most of the tasks on behalf of URCS directly. In addition, the Partnership Delegate will support the DRC Partnership team in resource mobilization in coordination with the Country Office Support and Programme Teams and the Global Partnership Unit at Headquarters.

Key Responsibilities

Support DRC resource mobilization and donor engagement

1. Build and strengthen donor relationships with selected strategic partners through continuous engagement;
2. Assist in preparing targeted communication materials, pitches and concept notes to showcase the value of URCS and DRC initiatives to potential donors, investors, and partners;
3. Lead the design, development, and implementation of business development plans within key sectors;
4. Engage continuously with Programmes Team in country to ensure that resource mobilization and business development is conducted in line with strategic and operational priorities.
5. Support the Programme team in reporting to partners and back donors, and disseminating donor compliance.

Support to URCS resource mobilization and donor engagement

- Support assessments, research, idea development, concept note, based on needs and opportunities aligned with the URCS One Plan Strategy;
- Lead the development of funding proposals, write narrative proposals, ensure coherence with the logframe and the budget;
- Screen partnership and funding opportunities within the subject field, assess feasibility, risks, and potential of the opportunities;
- Support development of Donor Mapping on donors where URCS can be direct grant holder together with Resource Mobilization Team;
- Provide advice and analysis regarding funding and engagement opportunities;
- Support with technical expertise on proposal development processes, dissemination of compliance for new awards;

- Foster coordination and ensure the capacity-building of key support functions.

Qualification and personal skills

The successful candidate will have:

- A relevant degree in social or political sciences, finance and economics, humanitarian, and/or development studies;
- Proven experience with resource mobilization in the humanitarian or development sector;
- Technical experience in business development and proposal writing for multiple different types of donors
- Excellent communication in English, coordination and networking skills;
- Prior experience working with partners and providing capacity building is an advantage;
- Experience from working in the RCRC is a distinct asset, but not a requirement;
- Knowledge of Ukrainian is an advantage but not mandatory.

Employment conditions

The starting date would be 1st May 2026 or as soon as possible. The length of the contract is 12 months with the possibility of an extension depending on the situation.

Your duty station will be Kyiv, Ukraine and with travel in-country depending on needs and access.

The position is a non-family duty station and will include R&R benefits for as long as the security situation deems it necessary (current cycle every 12 weeks).

Travelling to the project implementation areas will take place to the degree that the security situation in-country allows.

The salary including all allowances and pension payment will be between DKK 38,800 and 41,000 per month, depending on qualifications and experience. Accommodation in an apartment in Kyiv is provided, free of charge.

Further information

Please see the [Job Description](#) for further details. For questions regarding the position please contact Muriel Uden, DRC Ukraine Partnership Team Lead at muund@rodekors.dk.

The application process consists of two rounds of interviews. Application deadline is 15th March and the first round of interviews will be conducted in the following weeks.

Your cover letter and updated CV should be uploaded at DRC web page www.rodekors.dk/job.