

Partnership Delegate - Ukraine

Do you have a flair for finance mechanisms, and an interest in how to apply them in a humanitarian setting to increase impact? Can you drive strategic partnership engagement and business development strengthening the financial base of Ukrainian Red Cross and Danish Red Cross' work in Ukraine? Are you passionate about developing, testing and adjusting financial modalities that can support URCS in helping the most vulnerable people? And afterwards turning the modalities into concepts, pitches and proposals for strategic partners and donors? Then you might be the candidate we are looking for in the Danish Red Cross Country Office in Ukraine.

The position will play an integral part in our support to Ukrainian Red Cross on developing their portfolio in innovative financing. This aligns with the DRC 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.

The Danish Red Cross has been present in Ukraine since 2014 as one of the key partners to the Ukrainian Red Cross Society (URCS), the largest volunteer-based national humanitarian organization in the country operating in all regions of the country through 180 branches, 1.500 staff and more than 8.000 volunteers.

Since February 24th, the Danish Red Cross 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.

The Danish Red Cross (DRC), as part of the international Red Cross and Red Crescent network in Ukraine, is seeking a Partnership Delegate to provide technical support to URCS on Innovative Financing and Resource Mobilization, drive and support business development and new partnerships in Ukraine. The position is placed in the Partnership Team responsible for leading DRC's work within partnerships, resource mobilization and fundraising in Ukraine and based in Kyiv. The delegate will report to the Partnership Team Lead with line management to the Country Manager.

The successful candidate will work closely with URCS, the Country Office Operations and Finance Teams, and coordinate with the Global Partnership Unit at Headquarters, to ensure a strong and proactive development of programs and operations in the country.

Key Responsibilities ([see job description](#))

The Partnership Delegate will take a leading role within the Partnership Team to strengthening the Country Office's approach on Innovative Financing and Resource Mobilization from the Private Sector, while also supporting the rest of the team in engaging with strategic donors and ensuring a sustainable long-term financing set-up. The following will be among the key concrete tasks:

1. Build and strengthen donor relationships with selected strategic partners through continuous engagement
2. Provide Technical support to URCS related to Innovative Finance and Resource Mobilization as requested
3. Lead the design, development, and implementation of business development plans within key sectors, including innovative finance, of DRC and URCS
4. Support the conceptualization and operationalization of innovative financing strategies in Ukraine, collaborating closely with URCS and the Global Partnership Team at HQ.
5. Engage continuously with Programmes Team in country to ensure that resource mobilization and business development is conducted in line with strategic and operational priorities.
6. Contribute and write specific pitches on new investment and funding opportunities on short notice and proactively in anticipation of potential funding and partnership opportunities.
7. Assist in exploring local fundraising possibilities and initiate funding applications in close coordination with the Programmes Team and URCS
8. Be lead in screening specific partnership and funding opportunities and assessing feasibility and risks of the engagement informing strategic decision-making.
9. Support coordination of reporting to partners and back donors
10. Identify and mitigate risks associated with innovative financing mechanisms, ensuring compliance with organizational and donor standards while protecting organizational

reputation.

11. Support URCS Teams with knowledge sharing and training on innovative financing and resource mobilization approaches across URCS and relevant stakeholders to strengthen internal capacity.
12. Assist in preparing targeted communication materials to showcase the value proposition of URCS and DRC initiatives to potential donors, investors, and partners.
13. Provide strategic and operational support for emergency fundraising campaigns, ensuring rapid mobilization of resources during crises, including the use of innovative finance models etc.

Qualification and personal skills

The successful candidate will have a relevant degree in social or political sciences, or within the field of finance and economics, humanitarian, and/or development studies and have' experience with finance models and resource mobilization.

Technical experience in business development, proposal writing, fundraising, and mobilization of funds will be necessary along with excellent communication and networking skills. It does not have to be from a development or humanitarian organization as long as you can see yourself applying them into this context. Additionally, a broad understanding and interest into finance models such as impact investment, insurance- based models or micro loans is an added value.

The selected candidate will be expected to be able to maintain continuous engagement with a portfolio of strategic partners to the DRC in Ukraine and take lead in identifying, developing, and securing new partnerships and funding opportunities_within the scope of innovative financing and resource mobilization with the private sector.

Employment conditions

The starting date would be 01.03 2025 or as soon as possible. The length of the contract is 12 months with a possibility to be extended but 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 (currently rotations are after 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 45,000 and 48,780 (equal to (EUR 6,000 and 6,500) per month, depending on qualifications and experience.

Accommodation in a apartment in Kyiv is provided, free of charge.

Further information

For questions regarding the position please contact Jakob Harbo Country Manager,

jahar@rodekors.dk

Application deadline is 17th of January - and interviews will be conducted in the following weeks.

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