**DIRECTOR OF DEVELOPMENT**

**Reports to**: CEO

**Location:** Ideally London based with remote and in-person working via co-working space in London. Other UK and international locations considered. Candidates must have the right to work in country of application. Great!

**Salary range:** £60,000 depending on experience

**Contract type:** Permanent

**About the Resource Alliance**

[www.resource-alliance.org](http://www.resource-alliance.org)

The Resource Alliance is a global community of over 30,000 fundraisers, campaigners and changemakers strengthening the social impact sector, by helping organisations of every size and type across the globe to develop the critical human, financial and intellectual resources necessary to achieve their missions. RA provides a platform for people and organisations to exchange new thinking, collaborate, share ideas and learn from one another, resulting in financial resilience and accelerated impact.

Our ambition is to bring together a highly engaged global community of fundraisers, campaigners and activists and connect them with innovative thinking, best practices and collaborative networks to support them in their mission.

The Resource Alliance exists to strengthen the social impact sector by ensuring it can access the resources necessary to enable just, equitable, inclusive and sustainable societies.

**Role summary**

This is a pivotal leadership position at the Resource Alliance. The successful candidate will strategically collaborate across the organization to cultivate and manage transformative, long-term partnerships with a diverse range of entities, including foundations, trusts, and private sector partners. We are looking for a dynamic and strategic individual with expertise in marketing, alongside strong leadership in partnership development and fundraising.

As the Director of Development, you will be instrumental in driving income development, leading fundraising initiatives with a pronounced emphasis on foundations, trusts, key accounts and business development. This role involves building and nurturing enduring partnerships to advance the Resource Alliance's purpose, working closely with the CEO to enhance engagement and income growth.

**Key Responsibilities and Duties**

**Strategic Partnership Building:** Strategically build, develop, and manage new long-term partnerships to advance the broader mission, with a particular focus on income development. Integrate marketing strategies to enhance the visibility and impact of partnerships.

**Fundraising Engagement:** Advising and developing the fundraising strategy. Identify and champion foundations, trusts, and corporate fundraising engagement opportunities including key accounts.

The role will expand our income with new income sources, including foundations, trusts and corporate partners.

The role will build on the existing partner and pipeline and expand to new opportunities

**Prospect Pipeline Management and Contractual Partnership Agreement**: Cultivate and maintain a robust prospect pipeline, diversifying funding sources to ensure sustainability. Utilize marketing strategies to effectively communicate the organization's impact and attract potential partners. Develop compelling cases and explore new program together with other colleagues. Ensure the establishment and maintenance of appropriate contractual partnership agreements.

**Strategic Cultivation Plans**: Formulate strategic cultivation plans for key prospects and sectors, collaborating with colleagues across the Resource Alliance to progress opportunities. Integrate marketing insights to tailor approaches and messages for maximum effectiveness.

**Innovation and Trends:** Identify collaboration opportunities, innovative trends, and transformation opportunities to accelerate the achievement of the mission’s impact. Apply marketing insights to stay ahead of trends and position the Resource Alliance as a leader in the sector.

**Performance Reporting:** Provide weekly, transparent updates on progress against agreed metrics, both internally and externally.

**Person Specification**

This role requires a visionary leader with a keen understanding of marketing, partnership development, and fundraising to drive the Resource Alliance's mission and ensure sustainable growth.

**Experience criteria:**

* Extensive years of experience in foundation, trust, and corporate fundraising/resource mobilization, ideally in a global setting.
* Network in foundations and trusts.
* Proven track record in fundraising success, especially in foundations and trusts on local, regional and international level, while successfully managing a portfolio of funding opportunities from prospect research to grant agreement.
* Entrepreneurial spirit with the ability to initiate and drive initiatives independently, aiding Resource Alliance in building a robust fundraising pipeline.
* Experience in a multicultural environment with exceptional interpersonal skills and the ability to multitask.

Required skills:

* Entrepreneurial mindset with a proactive approach.
* Highly organized with the ability to prioritize, plan effectively, and meet deadlines.
* Excellent relationship management and fundraising skills.
* Exceptional oral and written communication skills.

Personal attributes:

* Confident in opening doors and building influential relationships, and comfortable representing the charity at a senior level.
* Results driven from identifying opportunities, to achieving the results, and with a strong interest in and commitment to working towards Resource Alliance’s purpose.
* Capable of collaborating effectively within a team and autonomously.
* Entrepreneurial, driven towards creating impact, go-getter.
* Proactive and innovative in providing new ideas and approaches

**Diversity, Equity and Inclusion**

We are an equal opportunities employer, committed to providing a service and following practices that are free from unfair and unlawful discrimination. We encourage applications from candidates of all backgrounds and experiences.

**What we offer**

We offer working in an international environment, with people and organizations from all over the world. The Resource Alliance Global Community is truly known as an open source of linking, sharing, connecting and collaborating with each other, working towards a more just, equitable and healthy world — for all life on this planet. The Resource Alliance team is energetic, entrepreneurial, and impact driven, supported by volunteers and experts from the social impact sector. Our work is focused on identifying and disseminating new thinking, holistic solutions, innovative approaches and collaboration opportunities, meaning always on the edge of what more can be done. If the above appeals to you, we would be very interested in meeting with you.

**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](mailto:hr@includehr.com) . Please put Director of Development, RA in the subject line and let us know where you saw this exciting role.

**The deadline for application is 26th February 2024**