

INTERIM HEAD / DIRECTOR OF DEVELOPMENT – MATERNITY COVER

Reports to: CEO

Contract type: Fixed-term maternity cover (for 7 to 8 months), part-time

Start date: Early December 2026 or first week of January 2027

End date: end of July 2027

Level: Head or Director level, dependent on experience. The scope and responsibilities will be adjusted accordingly.



About the Resource Alliance

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.

We bring together a highly engaged global community of fundraisers, campaigners, activists and social impact leaders, connecting them with innovative thinking, practical learning and collaborative networks that help them strengthen their organisations and increase their impact.

Role summary

We are looking for an experienced development professional to provide maternity cover for our development function.

This is a broad role spanning corporate partnerships, foundations and trusts, business development and income diversification. A major priority will be maintaining and developing existing relationships and ensuring that current partnerships and funded projects are delivered successfully, while continuing to build the pipeline of future opportunities.

Working closely with the CEO and colleagues across programmes, communications and marketing, the postholder will manage existing relationships, progress warm prospects, identify and cultivate new opportunities, and help ensure partners and funders have a strong experience of working with the Resource Alliance.

The level of the appointment will depend on the experience of the successful candidate. We are open to appointing at either Head or Director level, with the final job description and level of strategic responsibility adjusted accordingly.



Key Responsibilities and Duties

Existing partnerships and funded projects:

Existing funders include including Salesforce, Microsoft, Oak Foundation, Target Foundation, Laudes Foundation and Packard.

- Manage and maintain strong relationships with existing corporate partners, foundations and other funders
- Work closely with the programmes team to ensure corporate partners are integrated into programmes and events in line with agreed contracts and partnership commitments.
- Work with programme colleagues to ensure new foundation-funded projects are established and delivered in line with funding agreements, objectives and commitments.
- Work with communications and marketing colleagues to ensure partners are accurately represented and receive the agreed visibility across programmes, events and communications.
- Maintain oversight of relevant agreements, deliverables and relationship-management activity.

Foundations and trusts:

Foundations primarily support with core funding and programmatic funding towards programmes aimed at strengthening civil society financial resilience, agency and autonomy

- Continue developing existing warm relationships and funding conversations with foundations and trusts.
- Identify and research new prospective funders aligned with the Resource Alliance's work.
- Initiate and build relationships with new foundations, working alongside the CEO where appropriate.
- Develop and progress funding opportunities from initial relationship-building through to proposals and agreements.
- Support the CEO in preparing for conferences, meetings and other key opportunities to build relationships with funders.

Corporate partnerships:

Corporate partners currently support our in-person and online events, which attract over 4,000 people every year from 125 countries as well as some of our open learning programmes

- Maintain and progress the existing pipeline of prospective corporate partners, with a focus on broadening out partnership uptake beyond our large events
- Continue developing warm leads and existing conversations.
- Identify new prospective partners and initiate relationships with organisations that have a strong alignment with the Resource Alliance and its community.
- Develop partnership opportunities around Resource Alliance programmes and events, working with programme colleagues to ensure offers are appropriate and deliverable.
- Work alongside the CEO on strategically important relationships and opportunities where appropriate.

Pipeline, systems and income development:

- Maintain accurate development databases, prospect pipelines and existing systems, ensuring information and next steps are kept up to date.
- Coordinate go/no-go processes for new funding opportunities, gathering input from relevant colleagues across the organisation before decisions are made.
- Maintain visibility of upcoming opportunities, deadlines, relationship activity and expected income.
- Work with the CEO to explore alternative and emerging sources of income and assess opportunities that could contribute to longer-term income diversification.
- Lead on proposals, partnership offers, presentations and other development materials as required.
- Provide clear updates to the CEO and wider team on partnership activity, pipeline development and priorities.

Person Specification

Because we are open to appointing at different levels, we are interested in candidates bringing different combinations of experience.

Key Criteria	Experience of fundraising, business development or partnership development, ideally involving foundations and/or corporate partners. Experience developing prospects from initial research and relationship-building through to proposals, agreements and ongoing stewardship. A strong understanding of the nonprofit, philanthropy, fundraising or wider social impact sector.
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	Experience working internationally or across different countries and cultures would be valuable. For a Director-level appointment, significant experience developing income strategy, managing high-value relationships, working closely with senior leadership and independently shaping new income opportunities would also be expected.
Skills	Strong relationship-management skills and confidence engaging with senior external stakeholders. Strong organisational skills and the ability to manage multiple relationships, deadlines and opportunities simultaneously. Excellent written and verbal communication skills. The ability to work independently, identify what needs to happen next and keep activity moving.
Personal Attributes	A collaborative approach and experience working across teams to deliver commitments to external partners. Proactive and comfortable taking ownership of relationships and opportunities. Confident working with senior colleagues and external stakeholders. Committed to the Resource Alliance's purpose and to strengthening the social impact sector.



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 the opportunity to work in an international environment, with people and organisations from all over the world. The Resource Alliance team is energetic, entrepreneurial and impact driven, supported by volunteers and experts from across the social impact sector. Our work focuses on identifying and sharing new thinking, practical solutions, innovative approaches and opportunities for collaboration.

If you're interested, please share your CC and motivation letter with Laura@resource-alliance.org and willeke@resource-alliance.org, mentioning Interim Head / Director of Development in the subject line.
Thanks!