

# Head of Global Partnerships

*At UNICEF Denmark, we are working with leading Danish companies and foundations to deliver results for children all around the world. Over the years, we have built strong and impactful partnerships around UNICEF's mandate and the purposes and ambitions of our partners. To strengthen this important work, we are now looking for a Head of Global Partnerships who can help drive and develop our work and support the team working on global partnerships.*

## Who are we looking for

We are looking for a Head of Global Partnerships with a solid background in leading and developing teams and creating impactful results in multi-stakeholder environments.

The candidate we are looking for will be responsible for leading the day-to-day operations of the Global Partnerships team, which manages some of UNICEF's large, international partnerships with Danish companies and foundations. We aim to create a better world for children by securing and developing strategic, long-term partnerships that deliver high-quality programs and collaboration through UNICEF's global organization.

Ideally, you will have experience with partnership management in a global development context, and a proven track record of managing and developing teams of specialists. The successful candidate is driven by working in support of UNICEF's mandate and enjoys applying their expertise to develop and support motivated teams and strong collaboration to drive partnerships to save children's lives, to defend their rights, and to help them fulfil their potential.

## The position

In UNICEF Denmark, we manage some of UNICEF's most ambitious and impactful partnerships with companies and foundations that are globally engaged in support of UNICEF's mandate and our work for all children. As the Head of Global Partnerships, you will report to the Director of Partnerships and, as part of the department management team, you will work closely with colleagues from various departments in UNICEF Denmark and colleagues from UNICEF Country Offices, and at HQ in New York and Geneva.

## Responsibilities

### 1. Lead and develop team managing large existing partners to UNICEF

The team is responsible for strategic interactions with our large, international partners and manages everything from partner dialogues, problem solving, and budgets to renewal conversations. A key responsibility will be to support and lead the day-to-day operations in the team.

### 2. Further develop best in class partnership experience

In Denmark, we facilitate the partnerships UNICEF has with Danish companies and foundations that work with colleagues all over the world, from country offices to global engagements in New York. To drive impact for children and maximize the value directly benefiting children, a key responsibility will be to develop and improve workflows in partnership management and support resource management and prioritization.

### 3. Building strong collaboration and team culture

The work in the partnerships team is often busy, and as a center point for interactions with our partners, we rely heavily on inputs and collaboration with many internal stakeholders, either from UNICEF Denmark or UNICEF Globally. A key responsibility in the role will be to support collaboration and develop the team culture to navigate the high-pressure environment related to maximizing resource mobilization for UNICEF's mandate.

## Skills and experience

- A proven ability to effectively manage and develop teams of specialists
- Excellent interpersonal and stakeholder management skills, with the ability to engage with senior executives and decision-makers
- Experience working in large, complex organizations in the field of global development.
- Strong commercial acumen, able to identify and leverage partnership opportunities with proven experience managing P&L activities.

- Experience in management, strategic planning, developing and monitoring annual plans, income and expenditure budgets.
- Languages: Fluent in English, with excellent writing skills.

The position is based in Copenhagen, Denmark. It is a condition for this position, that you have, or are able to obtain, a Danish work permit.

Please submit CV and motivation letter by July 1st.

If you have questions regarding the position, you can contact Ilija Monberg, Director of Partnerships on telephone +45 26802384