

Senior Partnerships Manager position managing UNICEF Denmark's partnerships

We are looking for an experienced and relationship-driven Partnerships Manager to lead and develop strategic partnerships with key external partners.

UNICEF Denmark manages a portfolio of partnerships that combine funding, technical collaboration, advocacy, communications and global stakeholder engagement to create lasting impact for children globally. These partnerships support UNICEF's work to advance children's rights, learning, well-being and protection, while engaging partners in meaningful and responsible collaboration.

The role requires a forward-looking and strategic mindset, strong partnership management skills and the ability to align diverse stakeholders around shared goals. The successful candidate will play a key role in nurturing relationships, coordinating joint programmes and maximizing the value created through partnerships.

You will work closely with multiple stakeholders, including senior leadership, technical specialists and programme managers, to ensure seamless collaboration and the successful delivery of partnership objectives. This role demands a deep understanding of partnership dynamics, strategic thinking, and the ability to manage a portfolio of partnerships in a multicultural setting.

By joining UNICEF Denmark, you become part of a mission-driven environment where creativity, innovation, and dedication are highly valued in driving forward a shared commitment to children's wellbeing and education worldwide. This is a unique opportunity for a proactive professional with strong communication, negotiation, and project management skills to contribute to meaningful societal change.

Responsibilities

As Partnership Manager, you will be responsible for managing and strengthening UNICEF Denmark's strategic partnerships, ensuring effective coordination, strategic alignment and delivery across a diverse portfolio of activities. Key responsibilities include:

- Develop and maintain impactful and strategic partnerships with key external partners.
- Coordinate and oversee a complex partnership portfolio with multiple projects, ensuring alignment with partnership goals, commitments and timelines.
- Serve as the primary liaison between UNICEF Denmark and partner organizations, facilitating effective communication and collaboration.
- Monitor, evaluate and report on the progress, results and impact of partnership activities.
- Identify and pursue opportunities to expand and deepen partnership scope and engagement.
- Manage budgets, resources and contractual agreements.
- Organize and lead regular meetings, workshops and events.
- Provide strategic insights and recommendations to senior leadership to enhance partnership performance.

Requirements

We are looking for a relationship-driven professional who can manage complex partnerships, engage senior stakeholders and facilitate collaboration across multidisciplinary teams. The ideal candidate combines strategic thinking with strong communication and negotiation skills and can translate strategic ambitions into action in complex international environments.

The successful candidate should have:

- A minimum of 5 years of proven experience in partnership management, preferably within international organizations or corporate social responsibility contexts.

- Strong project management skills with the ability to handle multiple complex initiatives simultaneously.
- Excellent communication, negotiation, and interpersonal skills.
- Demonstrated ability to work collaboratively across multi-disciplinary and multicultural teams.
- Strategic thinker with strong analytical skills and problem-solving capabilities.
- Fluency in English is required; proficiency in Danish is an advantage.
- Ability to travel occasionally for meetings and events related to the partnership.

Terms of Employment

At UNICEF Denmark, you will have the opportunity to contribute to UNICEF's global mission and work with globally recognized partners to create lasting impact for children. You will become part of a collaborative, inclusive and purpose-driven work environment that supports continuous learning, development and professional growth.

The position is full-time, 37 hours per week, including a paid lunch break.

UNICEF Denmark's office is located at Rentemestervej 62, 2400 Copenhagen NV. We expect you to be primarily based at the office, with the possibility of working from home and flexible working hours to support work-life balance.

Salary and employment conditions will be in accordance with UNICEF Denmark's local workplace agreement. The position is a national position for which local terms and conditions apply. We offer health insurance and a pension scheme.

Start date: As soon as possible.

Application process

Please submit CV and motivation letter, no later than September 4, 2026.

We expect to conduct interviews in the period of 11-18 September.

For questions regarding the vacancy please contact Director of Partnerships, Jacqueline Bryld: jbryld@unicef.dk. We will do our best to respond to as many inquiries as possible.

About UNICEF Denmark

UNICEF is the United Nations agency mandated to help ensure that every child survives and thrives. UNICEF Denmark is the Danish National Committee for UNICEF, and our primary role is to raise funds together with partners and private supporters for children in countries affected by conflicts, wars, disasters and other crises.

In addition, UNICEF Denmark works to promote awareness of children's rights in Denmark and Greenland through a range of national initiatives, including UNICEF Rights Respecting Schools, UNICEF Denmark's child rights-based school programme, and Børnenes Nytårstale, an annual New Year's address by children.

UNICEF Denmark is committed to being a diverse and inclusive workplace and encourages all qualified applicants to apply, regardless of age, gender, religion, sexual orientation, disability or ethnic background.

For more information, please visit unicef.dk.