

Job Description: Director of Partnerships & Corporate Relations

Reports to: Executive Director

Location: Geneva, Switzerland

Position Type: Full-Time

Contract Type: Permanent

Start Date: As soon as possible

Background

FDI World Dental Federation is a prominent Swiss-based not-for-profit organization representing over one million dentists globally. Established in Paris in 1900, FDI is among the oldest organizations dedicated to dentistry. Its membership spans approximately 200 national associations and specialized groups across more than 130 countries. As the global voice for the dental profession, FDI collaborates with member organizations to enhance oral health worldwide and maintains official relations with the World Health Organization, engaging actively with other UN agencies.

Role Overview

We are seeking a dynamic and experienced Director of Partnerships & Corporate Relations, with a deep understanding of the NGO and healthcare landscape. This leadership role requires a strategic thinker and charismatic communicator, adept at building relationships across a diverse range of stakeholders. The successful candidate will demonstrate a proven track record of developing and executing innovative fundraising strategies, leading team, and fostering partnerships that advance the goals of the organization. This role plays a crucial part in securing both restricted and unrestricted funding, helping to propel our mission to improve global oral health.

Main Duties and Responsibilities

- **Strategic Leadership:** Develop and implement a comprehensive fundraising strategy that aligns with FDI's mission and goals, ensuring sustainable growth and diversification of funding sources.
- **Partnership Development:** Identify, cultivate, and secure partnerships with corporate sponsors, foundations, and governmental organizations, focusing on collaborative initiatives that drive mutual impact.
- **Team Management:** Lead and inspire the fundraising and partnerships team, providing guidance, support, and mentorship to enhance performance and professional growth.
- **Campaign Oversight:** Oversee the design and execution of multi-faceted fundraising campaigns, ensuring alignment with FDI's communications and advocacy efforts, particularly for initiatives like World Oral Health Day.
- **Proposal and Report Writing:** Draft compelling funding proposals and create comprehensive narrative and financial reports to present to potential and existing donors.
- **Database Management:** Maintain and analyze an updated donor database to track engagement, contributions, and relationship development.

- **Revenue Generation:** Secure funding for key projects and initiatives, including advocacy efforts and public awareness campaigns.
- **Community Engagement:** Engage with FDI committees, experts, and members to leverage their networks and insights for fundraising opportunities.

Requirements

- **Educational Background:** A Bachelor's degree in a relevant field; a Master's degree is preferable.
- **Experience:** Minimum of 7 years of significant experience in fundraising or partnership development within a non-profit or NGO setting.
- **Multicultural Competence:** Proven ability to engage effectively and inclusively with diverse cultural groups.
- **Communication Skills:** Exceptional presentation, negotiation, and interpersonal communication abilities, with fluency in English; additional language proficiency is a strong asset.
- **Analytical Skills:** Strong analytical and problem-solving skills to develop strategies and address challenges creatively.
- **Travel Requirements:** Willingness to travel domestically and internationally as required.
- **Eligibility:** Valid permit to work in Switzerland.

Desired Skills and Competencies

- **Passion for Health:** A demonstrated commitment to advancing oral health and a genuine interest in public health initiatives.
- **Proactive Attitude:** A positive, solution-focused approach to work with the ability to manage multiple projects concurrently.
- **Networking Skills:** Strong networking abilities to create lasting relationships that further FDI's mission.

Application Process:

Interested and qualified candidates should submit a CV and cover letter to recruitment@fdiworlddental.org by March 26, 2026. Please include "Director of Partnerships & Corporate Relations Application" in the subject line of your email.

We look forward to welcoming a passionate leader to help drive our mission forward!