

Did you know that just about every 27 seconds, someone in the world is diagnosed with blood cancer? Help us find their stem cell donor match as our **Global Partnership & Development Director!**

WMDA is an association in the field of hematopoietic stem cell donation and international exchange. We promote donor protection and facilitate an efficient transplant process. Professionally organized, WMDA staff collaborate with volunteers worldwide.

About the Job

Global Partnership & Development Director

(Project-based contract until February 2029 — full time)

Contract length

This is a project-based position running until February 2029 (approximately three years), offered on a full-time basis.

Location

The successful candidate may be based in:

The Netherlands, or
The United States.

WMDA offers a competitive NGO-level salary and benefits package aligned with the cost structure of the country in which the candidate is based. We aim to share salary benchmarks with shortlisted candidates before the offer stage.

About the Role

WMDA is seeking a highly skilled and mission-driven Global Partnership & Development Director who will be responsible for building and executing a strategic fundraising roadmap that enables WMDA to scale its impact. You will focus on identifying, cultivating, and stewarding donor relationships and representing the WMDA across relevant platforms to expand its visibility and donor base. This effort will support the development of new digital capabilities, strengthen donor and patient safety programs, and ensure that WMDA can continue to serve transplant centres, registries, and donors worldwide with excellence.

As the strategic lead for this initiative, you will drive a global development campaign that aims to significantly expand WMDA's financial and partnership base across multiple regions. You will work closely with senior leaders and technical experts across the WMDA network to ensure that resourcing aligns with long-term strategic goals—particularly in innovation, global standards, accreditation, and digital transformation.

Key Responsibilities:

Leadership & Strategy

- Partner with the CEO and Board to define long-term fundraising objectives and strategies.
- Develop and execute a high-impact philanthropic fundraising plan aligned with WMDA's mission.
- Represent WMDA in external forums, philanthropy networks, and donor ecosystems.

Donor Development & Stewardship

- Build and manage a pipeline of major donors, foundations, and CSR partners.
- Lead donor prospecting, cultivation, proposal development, and relationship management.
- Maintain ongoing stewardship by ensuring timely and meaningful donor communications and recognition.

Campaign Management & Collaboration

- Design and implement thematic and regional fundraising campaigns with internal teams.
- Liaise with the communications team to ensure the creation of compelling fundraising content and messaging.
- Collaborate with program and finance teams to align donor expectations with project reporting.

Monitoring, Reporting & Database Management

- Oversee donor CRM and database management, tracking interactions and progress.
- Prepare donor reports, case studies, financial updates, and impact summaries.
- Monitor fundraising metrics and adapt strategy based on performance data.

Event & Engagement Planning

- Organize and participate in donor engagement events, site visits, and virtual briefings.
- Facilitate opportunities for donor interaction with the field teams and program beneficiaries where feasible.

This role sits within the WMDA office and collaborates deeply across all WMDA pillars, committees, and global partners. Your work will be critical in empowering WMDA to deliver coordinated, high-impact outcomes that benefit the entire international stem cell donor community. Your leadership will be essential to shaping the success and long-term sustainability of WMDA's global mission.

You will be both an inspiring relationship-builder and a disciplined project manager—balancing innovative partnership development with structured monitoring, risk management, and transparent reporting to stakeholders and funders. You will cultivate trust-based, collaborative relationships across all levels of the organisation and support the creation of a shared vision that strengthens WMDA's collective impact.

A full job description can be provided upon request.

Job Requirements

We recognise that no candidate will tick every box. If you have relevant transferable experience and are motivated by WMDA's mission, we encourage you to apply.

We believe candidates who bring strengths in several of the following areas are well positioned for success:

- Significant experience in major donor development, partnerships, or large-scale fundraising, ideally involving multi-country programmes or capital-style campaigns.
- Demonstrated success in managing complex, multi-stream international projects, preferably in a health, scientific, or NGO environment.
- Strong experience in budget oversight, financial planning, donor reporting, and ensuring compliance with restricted or designated funding.
- Experience working with or presenting to senior-level stakeholders across diverse geographies and cultural contexts.
- Commitment to diversity, equity and inclusion, and demonstrated ability to collaborate within global, cross-cultural teams.
- Fluency in English (spoken and written); proficiency in an additional language is an asset.
- Comfort with digital tools, online collaboration platforms, CRM systems, and an openness to learning new systems as needed.
- Ability to work across multiple time zones and willingness to engage in occasional international travel.
- Strong alignment with the mission, values, and ethical principles of WMDA.

What You Can Expect

WMDA is committed to supporting your professional and personal development. You will have access to learning opportunities, peer networks, and a supportive international environment that values expertise, empathy, and shared purpose.

Staff also have access to wellbeing resources and are welcome to join WMDA's community-led initiatives focused on collaboration, inclusion, and professional growth.

About WMDA

The World Marrow Donor Association (WMDA) is a global, collaborative network of organisations working to ensure safe, high-quality, and equitable access to donor stem cells for patients worldwide. Our responsibilities include:

- Setting and harmonising international standards
- Ensuring donor and patient safety
- Promoting global cooperation among donor registries and cord blood banks
- Advancing data quality, interoperability, and operational excellence
- Supporting the global community through education, certification, and shared best practices

WMDA's vision is a world where every patient in need of a stem cell transplant can access a suitably matched donor or cord blood unit—no matter where they live.

How to Apply

We welcome applicants of all backgrounds. Many talented individuals may hesitate to apply unless they meet every qualification—we encourage you to apply even if you fulfil only part of the criteria. We value diverse experiences and perspectives and are eager to learn how you can contribute to our mission.

Closing date:

31 January 2026, 23:59 CET

Interviews:

Mid February 2026

Apply

You can send your motivational letter and CV to hr@wmda.info. Additional information and a complete profile can be obtained via hr@wmda.info, +31 88 505 7900.

