



Multibank
Scotland

Head of Partnerships and Development

July 2026

Role Overview

Location: Lochgelly, Fife, with flexible working and travel across Scotland

Salary: £52,000–£60,000, depending on experience

Contract: Full-time, Permanent

Reports to: CEO

About Multibank Scotland

Multibank Scotland tackles poverty and waste by redistributing essential goods to people who need them.

We work through a network of charities, community organisations and frontline services to provide families and individuals with items such as clothing, toiletries, bedding, baby products, household goods and other essentials.

We currently operate across Fife, Dundee, Perth and Edinburgh, and are expanding into Glasgow. This is an important period of growth for the organisation, and we are looking for an entrepreneurial, practical and relationship-focused person to help us build lasting partnerships and identify new opportunities for impact.

Role Overview

The Head of Partnerships and Development will lead Multibank Scotland's partnership and development activity.

This is a senior, outward-facing role for someone who can identify opportunities, make clear and compelling asks, build trust quickly and turn ideas into practical partnerships. We are looking for someone who creates momentum and follows opportunities through, rather than someone focused solely on networking or stakeholder management.

The role will lead the day-to-day development pipeline across corporate partnerships, product supply, strategic relationships, expansion opportunities, funding proposals and supporter stewardship.

A central part of the role will be developing partnerships that increase the volume, quality and range of goods available for redistribution. This will include working with businesses, manufacturers, retailers, logistics providers and other organisations to secure donated goods, services, expertise and in-kind support.

The postholder will also help expand Multibank Scotland's reach. Working closely with the Chief Executive and the Scotland-wide Operations Manager, they will support the development of new partnerships, satellite sites and delivery models across Scotland.

Fundraising will form part of the role, but it is not primarily a traditional fundraising post. The emphasis is on building strategic partnerships that create long-term value, whether through goods, funding, services, expertise, infrastructure or collaboration.

The Chief Executive will continue to lead on overall strategy, major funder relationships, Board reporting, governance, finance and key organisational decisions. The successful candidate will add senior capacity at an important stage of growth, helping to turn external interest and opportunity into delivery and lasting impact.

Key Responsibilities

Partnership Development

- Lead and actively manage Multibank Scotland's partnership and development pipeline.
- Identify, develop and secure new partnerships that support the organisation's growth, sustainability and impact.
- Build strong relationships with businesses, manufacturers, retailers, funders, charities, community organisations, local authorities, Scottish Government and other strategic partners.
- Develop clear partnership propositions and make specific, compelling asks that partners can understand and act on.
- Develop partnerships that create long-term value, including donated goods, funding, services, expertise, in-kind support, infrastructure and strategic collaboration.
- Represent Multibank Scotland confidently with senior external stakeholders.

Corporate Partnerships and Product Supply

- Develop new sources of donated goods from retailers, manufacturers, brands and other businesses.
- Work with partners to understand barriers and create practical solutions for redistribution.
- Increase the volume, range and consistency of products available through the Multibank network.
- Coordinate with operational colleagues on storage, transport, processing and distribution requirements.

Scotland-wide Growth and Expansion

- Support Multibank Scotland's expansion into new communities and areas of Scotland.
- Work with the Scotland-wide Operations Manager to develop satellite sites, local delivery partners and new operating models.
- Lead partnership development linked to existing sites and new areas of growth, including Glasgow.
- Build local relationships and funding propositions that support sustainable expansion.



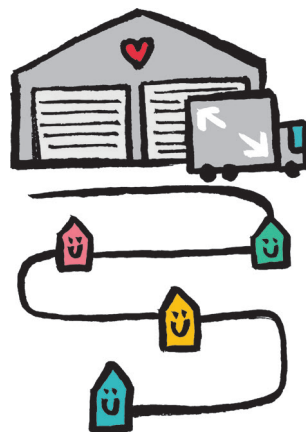
Key Responsibilities

Funding, Stewardship and Reporting

- Work with the Chief Executive to shape funding propositions, applications and strategic opportunities.
- Lead stewardship of key partners, funders, suppliers and supporters.
- Work with communications support to ensure partners receive timely and engaging updates.
- Provide clear updates to the Chief Executive on progress, risks and opportunities.

Internal Coordination and Impact

- Work closely with operational colleagues to understand supply, demand, delivery needs and the impact of our work.
- Ensure partnership commitments are realistic, operationally deliverable and aligned with intended outcomes.
- Translate organisational priorities, operational evidence and impact data into clear external asks.
- Maintain accurate records of opportunities, actions, outcomes and next steps.



Person Specification

We are looking for someone with:

- Strong experience in partnerships, business development, corporate engagement, fundraising, social enterprise or a similar role.
- A track record of turning ideas, relationships and opportunities into practical outcomes.
- An entrepreneurial and proactive approach, with the ability to spot opportunities and make things happen.
- Confidence building relationships, making clear asks and engaging senior stakeholders.
- Strong organisational skills and the ability to manage a varied pipeline of work.
- Excellent written communication skills, including experience preparing persuasive proposals and funding applications.
- Good judgement, including knowing when to lead independently and when to involve the Chief Executive.
- The ability to understand operational needs and translate them into practical partnership opportunities.
- A solutions-focused approach and the ability to follow things through.
- Confidence working in a growing organisation where priorities can change quickly.
- An understanding of poverty, community support, social impact or the charity sector.
- A strong commitment to the mission and values of Multibank Scotland.



Desirable experience

- Experience working with retailers, manufacturers, brands or supply-chain businesses.
- Experience in a social enterprise, charity, public sector, community or purpose-led business environment.
- Experience working with corporate partners, local authorities, funders or senior stakeholders.
- Experience developing partnerships involving funding, goods, services or in-kind support.
- Experience preparing trust, foundation or grant applications.
- Knowledge of poverty, family support, homelessness, redistribution, circular economy or related policy areas.



What we offer

- The opportunity to play a senior role in a growing Scottish charity.
- Flexible working arrangements.
- A supportive, practical and mission-led team.
- 28 days annual leave, plus 9 bank holidays.
- Additional annual leave linked to length of service.
- Enhanced sick leave policy.
- Enhanced parental leave policy.
- Death in service policy.
- Opportunities for further learning, development and growth.
- Staff Christmas party and summer party.
- The chance to build partnerships that make a direct difference to families and communities across Scotland.

Recruitment Process

How to Apply

To apply for the Partnerships & Fundraising Manager role, please submit:

- A current CV, outlining your relevant experience and career history
- A cover letter (maximum two pages), clearly demonstrating how you meet the essential criteria outlined in the person specification and why you are interested in the role

Applications close: Sunday 16th August 2026 at 5:00pm

Shortlisting

Shortlisting will take place during the week commencing 17th August 2026. Applications will be assessed against the essential criteria outlined in the person specification. Only candidates who clearly demonstrate how they meet the required experience and skills will be progressed.

Stage 1: Online Interview

Shortlisted candidates will be invited to an online interview during the week commencing 24th August 2026. This stage will focus on experience, motivation, and alignment with the role and values of Multibank Scotland.

Stage 2: In-Person Interview

Candidates progressing to the final stage will be invited to attend an in-person interview during the week commencing 31st August 2026. This will include a panel interview and a short presentation or task (details will be provided in advance).

We aim to notify candidates of outcomes as promptly as possible following each stage.

Equal Opportunities & Inclusion

Multibank Scotland is an equal opportunities employer. We are committed to building a diverse team and welcome applications from individuals of all backgrounds.

We ensure that no applicant receives less favourable treatment on the grounds of age, disability, gender identity, marriage and civil partnership, pregnancy and maternity, race, religion or belief, sex, or sexual orientation.

If you require any reasonable adjustments at any stage of the recruitment process, please let us know and we will be happy to support you.

Data Protection

All information provided as part of your application will be handled in line with UK data protection legislation and will only be used for the purposes of recruitment.



Multibank Scotland

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Scottish Charity Number: SC053137