

Director of Development

Thomson Foundation is recruiting for a **Director of Development**. This is a senior leadership position working closely with the CEO and Board of Trustees to secure funding to enable the mission of the organisation and help set the strategic direction for Thomson's work supporting independent media, globally.

Who we are:

At Thomson, our vision is a world where everyone has access to factual and trusted information that enables them to respond to issues that shape their future. Our mission is to strengthen and support independent media and trusted information providers globally, to serve audiences, combat disinformation and build viable businesses. Our roots are in journalism, founded almost 65 years ago by Roy, Lord Thomson of Fleet as a media training organisation. Today our work is still shaped by practical expertise and direct knowledge of the pressures facing the media in some of the most challenging places to work in.

Read more about us here:

<https://www.thomsonfoundation.org/about/>

About the role

Title: Director of Development

Reports to: Chief Executive

Salary: £ or € Competitive (based on experience)

Contract Type: One year fixed term contract – with potential to extend

Location: UK or Europe

Flexibility: London or Berlin hybrid; remote if elsewhere

The Director of Development leads all development efforts across income streams and bids for funding. The role is part of the senior leadership team and works closely with the CEO and Board of trustees of Thomson Foundation.

Key responsibilities include

- Setting strategy for institutional donor engagement and philanthropy.
- Identifying new project development areas aligned with strategy.
- Negotiating contracts with donors and partners.
- Recruiting and managing partners for consortia.
- Writing and overseeing concept notes, bids and proposals.
- Developing and managing budgets.
- Building and maintaining relationships with institutional and philanthropic funders.
- Managing development team.
- Building organisational pipeline.
- Participating in executive management.

Experience & Knowledge

- Experience in global media development, international development, or international NGOs.
- Track record in programme acquisition and consortia creation.
- Track record in fundraising from institutional donors, philanthropy and others.
- Knowledge of relevant partners/partnerships in the international media development field.
- Understanding of co-financing models and experience in shaping program proposals to meet co-financing requirements.
- Senior leadership experience managing mid-size teams.
- Financial acumen in large budgets.
- Policy development experience in freedom of expression, media development or human rights.
- Risk and crisis management experience.
- Strategic judgement in bid development.
- Ability to interpret geopolitical trends and relate these to the media development field.

Essential Requirements

- Entrepreneurial and innovative approach.
- Collaborative and diplomatic.
- Strategic mindset.
- Strong communication skills.
- Global outlook and curiosity.

How to Apply

Email a CV and cover letter to recruitment@thomsonfoundation.org

Timeline

Applications close midnight GMT on 13 September 2026

Interviews (remote) the week starting September 21st.