



## Director of Gulf Partnerships

- Location:** UEA (Preferably Dubai)
- Salary:** Between \$150,000 USD - \$200,000USD (no other benefits)
- Reports to:** Director of Stronger Member Initiative at the Save the Children International Alliance Secretariat
- Contract:** Initially a 2 year contract, with the prospect of becoming permanent

### Background:

Save the Children is the world's largest independent organisation for children, making a difference to children's lives in over 120 countries. [www.savethechildren.net](http://www.savethechildren.net)

### Our Vision

Save the Children works for:

- a world which respects and values each child
- a world which listens to children and learns
- a world where all children have hope and opportunity

### Our Mission

Save the Children fights for children's rights. We deliver immediate and lasting improvements to children's lives worldwide.

Save the Children is a federation of 29 Member organisations that share a vision for children and collaborate to achieve maximum impact. The Alliance Secretariat, based in Hammersmith, London, coordinates the efforts of Members in a number of key strategic areas.

The **Stronger Member Key Challenge** aims to strengthen Save the Children's presence in countries of strategic importance, in order to increase our income growth and programme impact. It has ambitious long-term and annual targets.

The stronger member team establishes new Save the Children organisations and works with existing Members in strategically important countries to help them achieve the Alliance's 'Strong Member' standards. The team currently supports Member organisations in Brazil, Canada, Germany, Hong Kong, India, Japan, New Zealand & Switzerland, and is establishing organisations in China, South Africa and the Gulf Region.

<b>Position title</b>	<b>Director of Gulf Partnerships</b>
<b>Job Purpose</b>	<p>The Director of Gulf Partnerships represents a unique opportunity for a senior professional to lead the income growth of Save the Children in the Gulf region.</p> <p>The purpose of this role is...</p> <ul style="list-style-type: none"> <li>• To develop relationships with key influencers and donors in the Gulf States in order to secure significant funding for Save the Children’s programme efforts,</li> <li>• Strategically manage existing high-value relationships in the Gulf,</li> <li>• Maximise on all profile raising opportunities for Save the Children in the region,</li> <li>• Develop strong cross-organisational working partnerships with Save the Children Programme and Member Offices in the region</li> </ul>
<b>Line Manager</b>	Stronger Member Key Challenge Director, Save the Children International
<b>Key Responsibilities</b>	<ul style="list-style-type: none"> <li>• Develop a marketing strategy for the region aimed at building strong, productive relationships with partner organisations (foundations, corporations, major donors) in order to maximize income.</li> <li>• Research, initiate and manage partner relationships in order to deliver high levels of programme funding.</li> <li>• Develop personal relationships at a senior level with partners in the region and explore synergies between their interests and the work of Save the Children.</li> <li>• Build collaborative relationships with Save the Children programme staff in the region, in order to understand programme priorities and accurately reflect Save the Children’s programme approach in all communications.</li> <li>• Establish Save the Children as a preferred partner in the region – building its reputation for quality programme delivery and partner support.</li> <li>• Working closely with the Stronger Member team at the Alliance Secretariat and over time advice on the options for establishing a strong Member organisation in the region.</li> <li>• Consult with senior leadership (CEO and Chairmen) of corporates and foundations on CSR, community relations and philanthropy</li> </ul>

	<p>best practices.</p> <ul style="list-style-type: none"> <li>• Harness expertise of other Save the Children offices to develop creative fundraising strategies to meet both Save the Children and corporate partner objectives.</li> <li>• Foster strong relationships with government, statutory and voluntary bodies.</li> <li>• Engineer a clear policy on relations with the media and serve as the chief spokesperson for Save the Children in the Gulf and present the organisation to its various publics in a compelling manner.</li> </ul>
<b>Skills and Experience</b>	<p><b>Business/Relationship Development</b></p> <ul style="list-style-type: none"> <li>• A pro-active approach to researching and initiating new business opportunities</li> <li>• Demonstrated high level leadership and relationship building success</li> <li>• Previous senior management responsibility for strategic alliances and experience of delivering income generation targets</li> <li>• In depth understanding of the Gulf region and its networks</li> <li>• Excellent communication skills (verbal and written). The ability to convey complex programme information in a clear and inspiring form</li> <li>• Proven ability to work in a multi-cultural, multi ethnic environment with sensitivity and respect for diversity</li> <li>• Knowledge and understanding of the CSR issues and practice would be an advantage</li> <li>• Experience of securing major philanthropic gifts within the Gulf region would be an advantage</li> </ul>
	<p><b>Communication Skills</b></p> <ul style="list-style-type: none"> <li>• Strong interpersonal and negotiation skills - the ability to operate with credibility, tact and diplomacy in order to influence donors and supporters at all levels.</li> <li>• Excellent communication skills - the ability to present Save the Children in a motivating manner to external audiences.</li> <li>• Strong interpersonal skills to motivate, network and negotiate effectively.</li> </ul>

	<ul style="list-style-type: none"> <li>• Excellent verbal communication skills, along with a highly developed presentation and influencing style.</li> <li>• Highly evolved written communication skills in proposal authoring.</li> </ul>
<b>Person Specification</b>	<ul style="list-style-type: none"> <li>• Accomplished senior executive, committed to the aims and objectives of Save the Children</li> <li>• Local ‘know-how’ and cultural sensitivity to operate successfully in the Gulf</li> <li>• Willingness to travel across the Middle East</li> <li>• Self-motivated and able to work with a high degree of autonomy</li> <li>• Tenacious and willing to persevere in challenging situations</li> <li>• Fluency in English essential and Arabic would be an advantage</li> </ul>

### **To apply for the post**

Please send a letter of application stating the skills and approach that you would bring to the post with your CV/resume (no photos) in strict confidence by email only to: Katey O'Malley at [katey.omalley@save-children-alliance.org](mailto:katey.omalley@save-children-alliance.org)

Please ensure that they are sent as Word documents with the titles “<*your name* >*cover letter*” and “<*your name* >*cv*” Please put “*Director of Gulf Partnerships application*” in the email subject line. Also please let us know where you saw the post advertised.

**The deadline for application is Monday 5 April**