

Save the Children has an exciting opportunity for a collaborative, target-driven, engaging and influential individual to join our Gulf Initiative Team as **Head of Gulf Partnerships & Philanthropy**.

**This role can be based internationally outside the UK, provided it is in a country with a Save the Children office from which you would be able to work - the salary will be based on local pay structures if not based in the UK.**

- Do you have experience in leading a team & developing a strategy for growth in a new market?
- Do you have experience leading a team and developing a growth market strategy for private-sector activities across the Gulf & Levant markets?
- Do you have experience working with a major donor, driving new sales business, and looking after high-value relationships?
- Are you motivated by our vision of creating a world where every child doesn't just survive but thrives and can go on to change the world?

**If the answers to these questions are yes, we would love to hear from you!**

### **About Us**

Save the Children UK believes every child deserves a future. In the UK and worldwide, we work every day to give children a healthy start in life, the opportunity to learn and protect themselves from harm. When crisis strikes and children are most vulnerable, we are always among the first to respond and the last to leave. We ensure children's unique needs are met, and their voices are heard. We deliver lasting results for millions of children, including those hardest to reach.

### **Job Purpose**

Reporting directly to **the Director of Gulf Partnerships**, As Head of Gulf Partnerships & Philanthropy, you will be responsible for setting the direction & strategy for future growth, maximising significant transformational gift (£1m+) potential, driving new business/portfolios and stewarding relationships at the highest level. You will proactively drive new business, manage, and engage with our most valued supporters, securing support and building sustainable, highly strategic relationships. Sourcing significant income for Save the Children's key priorities is essential for this role.

### **Main Accountabilities**

The **Head of Gulf Partnerships & Philanthropy** will be responsible for advancing our philanthropy in the Gulf. Additionally, you will:

- Be accountable for the team's performance and direction and oversee the portfolio that account leads are working on. You will inspire, motivate and lead a team across multiple geographies and countries
- Be integral to the setting & delivery of our strategy to build long-lasting, highly engaged relationships with philanthropists and private sector partners through skillful cultivation & stewardship, with on focus on 7 figure gifts & relationships
- Generate new links through peer-to-peer approaches & actively network to generate a pipeline worth a minimum of \$10m annually
- Provide excellent stewardship to transformational donors, understanding donor motivations, philanthropy and private sector trends across the Middle East region & delivering a bespoke

donor journey to ensure ever more significant engagement with Save the Children and our work with children

- Work collaboratively and effectively within the organisation, develop positive, solution-focused relationships, take an agile approach and work with other departments and teams.

### **Person Profile**

We are looking for a candidate with experience within the Gulf markets and demonstrable experience in high-level stewardship and sales. Excellent communication and relationship-building skills are vital to being successful in this role and having experience developing, networking, & enhancing philanthropic relationships, preferably at £1m+ giving levels. In addition, you will have:

- A demonstrable track record of successfully leading teams in a target-driven environment
- Excellent written skills, including the development of compelling communications for donors
- The ability to plan, prioritise and manage a varied and demanding workload to meet deadlines
- The ability to collaborate & work across teams on complex programmes and donor relationships, building both solid internal and external networks
- Excellent interpersonal and influencing skills
- An Arabic speaking candidate is highly desirable

### **Abilities**

- Ability to communicate, collaborate and build relationships effectively across all levels of the organisation and externally
- Ability to collaborate & work across teams on complex programmes and donor relationships, building both solid internal and external networks
- Ability to plan, prioritise and manage a varied and demanding workload to meet deadlines

### **Aptitude**

- A demonstrable commitment to the principles of diversity and inclusion and their practical application and integration in the work environment
- A commitment to Save the Children UK's aims and core values of accountability, ambition, collaboration, creativity, and integrity

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