

Private Sector Engagement Lead – Middle East

Job Advert – August 2023

- **Do you want to do work that really matters? Help us end avoidable blindness**
- **Full time, Fixed Term Role based in UAE**
- **Closing Date: 30TH September 2023**

ABOUT THE FRED HOLLOWES FOUNDATION

The Foundation is an international development organisation working to prevent blindness and restore sight. We continue to carry on the legacy of Professor Fred Hollows, who believed every person had the right to quality eye care, no matter where they live. The Foundation is known around the world as an organisation that works with purpose and determination. With a reputation for excellence, we are well known for making change happen.

The Foundation has grown to work in more than 25+ countries throughout Africa, South Asia, Southeast Asia, the Middle East and the Pacific, as well as Australia. The Foundation has restored sight to more than 3 million people worldwide. We have an ambitious five-year strategic plan that aims to take us even closer to realising our vision of a world in which no person is needlessly blind, or vision impaired and Indigenous Australians exercise their right to sight and good health.

To find out more about our work, please visit our website <https://www.hollows.org>

ABOUT YOU

To be successful in this role you will need to possess excellent interpersonal skills, as you will be responsible for managing a diverse array of relationships. Using a collaborative and consultative approach, you will need to identify, build and extract shared value from private and social impact partnerships. Additionally, you will need to have the ability to set and deliver ambitious fundraising goals as part of a small international and local team. Strong written and verbal communication skills are also essential, as you will be expected to produce clear and articulate written content and communicate compelling propositions to both external and internal stakeholders. Furthermore, you will need to be highly proactive in engaging with and influencing a range of external stakeholders, whilst also being well-organised, flexible, and proficient in multitasking.

THE OPPORTUNITY

The Private Sector Engagement Lead (Middle East) is a critical strategic role accountable for building new business partnerships and securing resources for our mission in the Middle East (starting with UAE) multi-national, regional, and national private companies. In support of the global institutional fundraising strategy, diversification of The Foundation's revenue streams and, in the localization/decentralization agenda in the donor markets, this role will be part of the donor facing team responsible for identifying and securing corporate funds in the Middle East. The role will work closely with Regional Strategic Partnership Manager (Middle East), and report to, the Head of Development UK, Europe, and Middle East. Supported by the global organisation and framed by the Middle East Business Plan and Strategy, this role will leverage The Foundation's trusted brand and strong value proposition to meet the SDG needs of the private sector with a range of well-developed and compelling social impact investment and philanthropic offerings.

KEY RESPONSIBILITIES

The Private Sector Engagement Lead (Middle East) will be responsible for:

- Engaging the decision makers in the private sector in the Middle East, including multi-nationals, regional corporations, national corporations including those with footprints in Australia and The Middle and/or South Asia and the Middle East, and UAE and Middle East business leaders with their Head Offices in The Middle East.
- Engaging with directors and/or CSR leads of corporate and their foundations.
- Engaging directors and/or technical leads in development banks in The Middle East, including but not limited to Islamic Development Bank, The World Bank, Arab Bank for Economic Development in Africa etc.
- Engaging social impact investors and present The Foundation's offering of Eye Health Social Impact and investment vehicles.
- Building a multi-million dollar, robust and diverse portfolio of prospective private sector partners and impact investors from a range of prospecting methods
- Work with the proposal development teams to produce high-quality, well-designed, winning propositions to secure and grow the private sector funding portfolio - drawing on the proposal development and programme design resources across the region, Australia, and our global offices. The role is responsible for ensuring designs match the private donors (and regional offices) needs, talk to their priorities, and represent current best practice.
- Account management and stewardship of the private sector partner portfolio to ensure our partners' needs and expectations are met, and the longevity of partnerships and funding support.
- Ensure business development and marketing materials are targeted to the private sector's needs, their SDG needs and position The Foundation accordingly.
- Other areas as directed by management, relevant to the Public Affairs Division and Middle East.

WHAT YOU'LL NEED TO SUCCEED

- Proven experience initiating and developing corporate relationships with proven results securing significant financial resources.
- Experience cultivating and closing private sector contracts and managing and liaising with accounts.
- Demonstrated experience in identifying, cultivating, and delivering private sector corporate proposals.
- Demonstrated stakeholder management experience both internal and external.
- Knowledge of private sector resource mobilisation and partnerships in The Middle East including strong knowledge of CSR and SDG values
- Existing network of contacts in the private sector, the social impact investment sector and/or development banks.
- Dual language capability in English and Arabic.

How we recognise your contribution

Through our internal programs and employee benefits we aim to create an environment where you will feel supported and empowered. Whether your focus is on continuous learning, professional

development or finding an environment which enables you to thrive while balancing family or personal commitments, we have a range of programs in place to support you.

[To find out more about our benefits click here](#)

APPLICATIONS

Applications should be made via this [link](#) , and should include your resume and cover letter. Please address your cover letter to the Talent Acquisition Team and include a response to the “About You”, “Key Responsibilities” and “What You’ll Need to Succeed” sections of the advert.

Applications Close: 30th September 2023

The Fred Hollows Foundation is committed to ensuring our projects and activities are implemented in a safe and productive environment that prevents harm and avoids impacting the health and safety of all people, particularly children, vulnerable people and disadvantaged groups. Applicants are advised that The Foundation reserves the right to conduct police checks and other screening procedures to ensure we maintain and promote a child safe environment.

Please be advised:

1. Fred Hollows Foundation will never ask for a fee during any stage of the recruitment process.
2. All active roles are advertised directly on our website [here](#).
3. Please note we will not be accepting CVs via agencies for this role.