Head of Fundraising – MENA & GCC Focus

Role Announcement & Description

Salary:	Competitive
Reporting to:	Co-Directors
Preferred Location:	Within the MENA/GCC region (e.g., UAE, Saudi Arabia, Qatar, Egypt, Jordan, Lebanon) to facilitate donor engagement and regional networking.
Job Type:	Full Time
Starting Date:	1 March 2026
Duration of the contract:	One-year (with option to extend)
Application deadline:	8 February 2026

ABOUT ALFANAR

Every day, local heroes across the Arab world are fighting poverty, climate change, and inequality—but they cannot do it alone. Right now, a £495 billion annual funding gap threatens to leave millions behind.

For 20 years, we have backed bold, grassroots founders who are building real solutions. £8.6M has been deployed to 202 social enterprises across Egypt, Lebanon, Jordan, and Palestine—directed where it matters most. In 2024 alone, we deployed £712k to 38 social enterprises. The results speak to a scalable, locally-rooted model:

- 85k+ lives reached across education, livelihoods, climate resilience, and heritage.
- 23% growth in self-generated revenue—reducing reliance on donor aid.
- 40% of enterprises expanded across borders—proving this model works.

Now, at a time when traditional international aid is retreating, the role of diverse, sustainable funding from local, regional, and international sources, is critical. Alfanar's venture philanthropy approach that pairs catalytic funding with hands-on support is ready to scale, but it requires strategic partnerships with a particular emphasis on building and deepening relationships with private sector actors, corporate foundations, Gulf-based philanthropies, and international institutions committed to the MENA region.

We are looking for a Head of Fundraising who can connect our proven impact with a broad spectrum of strategic donors, leveraging knowledge of the region to secure sustainable funding that amplifies locally-led change. This role will be based in the Arab world and is designed for a relationship-driven professional who can leverage regional networks, cultural insight, and fundraising expertise to secure sustainable funding that scales Alfanar's unique venture philanthropy model.

For more information about Alfanar's venture philanthropy work, see our 2024 Impact Report and our website at: www.alfanar.org.

SCOPE OF THE ROLE

The Head of Fundraising is responsible for developing and delivering Alfanar's fundraising strategy, with a primary focus on growing a sustainable funding base from private sector, institutional, and foundation donors active in or connected to the Arab world.

This role requires a professional with deep regional insight and a broad network, capable of engaging a diverse donor landscape—from local and diaspora philanthropists and regional corporations to international foundations and impact investors with MENA priorities.

The postholder will provide strategic and operational leadership for fundraising across Alfanar, ensuring effective implementation of a globally-informed, regionally-executed strategy. Key accountabilities include income generation, donor stewardship, team leadership, and compliance. The role will specifically:

- Diversify and expand funding from Arab-world-based private, corporate, and institutional sources.
- Build strategic partnerships with donors who are committed to sustainable, venture-led social impact in the region.
- Localise global fundraising approaches to meet specific opportunities and cultural contexts across Alfanar's countries of operation.

MAIN RESPONSIBILITIES

Fundraising Strategy and Delivery

- Identify, develop and secure funding opportunities aligned with organisational priorities and impact goals
- Deliver agreed income targets across major donors, trusts and foundations, corporates and institutional donors
- Contribute to the development of an appropriate income mix to ensure short-, medium- and long-term financial sustainability
- Localise and implement Alfanar's global fundraising strategy to meet country or portfolio-specific objectives
- Develop and execute a regional fundraising strategy targeting GCC-based donors, family offices, and corporate social responsibility (CSR) programs.

Donor Relationship Management

- Build, cultivate and steward strong relationships with local, regional and international donors
- Lead on securing funding from national and regional donors, including governments, foundations, corporates and high-net-worth individuals
- Ensure a high standard of donor engagement, stewardship and reporting
- Represent Alfanar externally and contribute to a positive stakeholder environment

- Cultivate relationships with GCC-based philanthropists, corporate donors, and regional foundations.

Proposal Development and Reporting

- Identify calls for proposals suitable for Alfanar or consortium opportunities.
- Oversee the development of high-quality funding proposals, concept notes and pitches
- Ensure proposals are aligned with donor requirements, local contexts and Alfanar's strategic priorities
- Ensure donor reports are accurate, timely and of the highest quality
- Use impact data, case studies and storytelling to support compelling fundraising materials

Leadership and Team Management

- Lead, manage and mentor fundraising staff
- Build local fundraising capacity through coaching, training and knowledge-sharing
- Set clear objectives, performance measures and development plans for Country teams
- Foster a collaborative, high-performance and values-driven team culture

Organisational Leadership

- Contribute to wider organisational strategy, planning and decision-making
- Work collaboratively with programmes, finance, communications and leadership teams
- Promote a strong culture of fundraising across the organisation
- Support Board and senior leadership engagement in fundraising activities as appropriate

KEY PERFORMANCE INDICATORS (KPIs)

- Achievement of country or portfolio-level fundraising targets
- Success of funding proposals, concept notes and pitches
- Growth and diversification of income streams
- Donor engagement activity (meetings, visits, events)
- Contribution of impact stories and case studies to global fundraising efforts
- Quality and timeliness of donor reporting

QUALIFICATIONS, SKILLS & EXPERIENCE

Essential

- Significant experience in fundraising, business development or income generation within a charity, social enterprise or comparable organisation
- Demonstrable success securing funding from institutional, corporate and/or major donors
- Proven track record of securing six- and seven-figure gifts or grants from private sector, institutional, or foundation donors.
- Deep understanding of philanthropic and CSR landscapes in the Arab world.
- Proven ability to develop, implement and track fundraising strategies

- Strong leadership and people management experience
- Excellent stakeholder management and communication skills
- Financially literate with the ability to link fundraising strategy to organisational sustainability
- Fluent English; Fluency in Arabic is highly preferred for donor engagement and proposal development in the region

Desired

- Experience in international development, venture philanthropy or impact investing
- Experience with venture philanthropy, impact investing, or corporate grant-making in the MENA region.
- Existing network of contacts within GCC philanthropy, family offices, and regional institutions.
- Change management or organisational growth experience
- Familiarity with Salesforce or similar CRM systems

Personal Qualities

- Strategic, entrepreneurial and results-oriented
- High integrity, emotional intelligence and resilience
- Strong organisational and time management skills
- Comfortable operating in complex, multi-country environments
- Passionate about Alfanar's mission and values

SUCCESS FACTORS

The successful candidate will combine strategic thinking with hands-on delivery, demonstrate strong leadership and relationship-building skills, and be motivated by achieving sustainable social impact through effective fundraising. The role requires initiative, adaptability and the ability to work collaboratively across cultures, functions and time zones during a period of organisational growth.

APPLICATION PROCESS

To apply, please submit your **CV** along with a **cover letter** that explains why you are interested in and suitable for the position to recruitment@alfanar.org.uk with 'Alfanar Head of Fundraising' in email subject line by **8 February 2026**. **Note: We will not review applications without cover letter.**