



Head of Fundraising & Partnerships

Role Announcement & Description

Reporting to:	Co-Directors, with regular engagement with the UK and US Boards
Preferred Location:	US (preferred), UK or Europe
Starting Date:	As soon as possible
Job Type:	Full time (open to consultancy)
Salary:	Competitive, commensurate with experience and location

ABOUT ALFANAR

For 20 years, Alfanar has backed bold, grassroots social enterprises across the Arab world, providing catalytic funding and hands-on support to locally-rooted founders tackling poverty, inequality, climate change and other pressing challenges. To date, £9.6M has been deployed to 224 social enterprises across Egypt, Lebanon, Jordan and Palestine, reaching 85k+ lives and helping enterprises grow their revenues, scale their impact and expand across borders. As Alfanar enters a period of strategic growth, diverse and sustainable funding from local, regional and international sources is increasingly critical, creating an exciting opportunity to deepen our relationships with philanthropists, foundations and private-sector partners — particularly in the US, where we see significant untapped potential.

For more on our work, see our [2025 Impact Report](#) and www.alfanar.org.

SCOPE OF THE ROLE

We are looking for a senior, hands-on fundraising leader to build and professionalise Alfanar's fundraising function and lead the next phase of its growth. The role will develop and deliver a diversified fundraising strategy across major and individual donors, family offices, trusts and foundations, corporates and Board-led fundraising, with a particular focus on developing strategic, long-term partnerships.

A key opportunity will be to significantly deepen Alfanar's presence in the US philanthropic market, which we believe is currently underdeveloped relative to the potential for our work. The role will work closely with the Co-Directors and both the UK and US Boards to build relationships, open doors and engage the wider US philanthropic community, while establishing the systems, proposition and pipeline needed to make fundraising an institutional capability rather than one dependent on individual relationships or senior leadership.

MAIN RESPONSIBILITIES

1. Fundraising Strategy & Major Campaign

- Develop and deliver a clear, costed fundraising strategy aligned with Alfanar's organisational priorities and growth ambitions.
- Build a diversified fundraising portfolio across major donors, family offices, trusts and foundations, corporates and Board-led fundraising, with a particular focus on developing Alfanar's US philanthropic presence.
- Develop compelling propositions and a clear case for support for different fundraising audiences.

- Build and manage a high-value prospect pipeline, balancing immediate income opportunities with longer-term strategic partnerships.
- Lead the development and delivery of Alfano's major fundraising campaign, working closely with the Co-Directors and Boards.
- Set annual fundraising targets and monitor performance, adjusting strategy and priorities as required.

2. Implementation of the Fundraising Strategy

- Personally lead the identification, cultivation, solicitation and stewardship of major donors, family offices, foundations and corporate partners.
- Build and deepen Alfano's presence in the US philanthropic market, working closely with the US Board to develop relationships, open doors and engage new donors and partners.
- Develop and maintain strong relationships with existing funders while systematically identifying and cultivating new prospects across the US, Gulf, MENA and wider international philanthropic communities.
- Develop corporate partnerships that combine funding with strategic engagement, networks, expertise or in-kind support.
- Work with the Co-Directors and Boards to maximise their networks and relationships, providing the materials, intelligence and support needed for effective donor engagement.

3. Systems, Data, Compliance & Reporting

- Establish and maintain effective fundraising systems, including the donor CRM and prospect pipeline, ensuring institutional knowledge is captured and accessible.
- Ensure accurate, timely and high-quality donor reporting, working with Finance and programme colleagues as required.
- Ensure fundraising activity meets relevant regulatory, GDPR and donor requirements, and monitor fundraising expenditure and effectiveness.

4. Team, Culture & Cross-Organisational Working

- Work across the organisation to ensure that Alfano's proposition, evidence and storytelling are consistent and compelling across fundraising audiences.
- Build a culture in which fundraising and philanthropy are understood and valued as an organisation-wide responsibility, supporting the Co-Directors and Boards to engage effectively in fundraising.
- Help build future fundraising capacity as the organisation grows and contribute as a senior member of the organisation to Alfano's wider strategic development.

QUALIFICATIONS & EXPERIENCE

Essential

- Minimum 8 years' relevant fundraising experience, with a strong track record of securing significant gifts or grants from major donors, foundations and/or corporates.
- Demonstrated success securing six- and seven-figure gifts or grants.
- Experience developing or professionalising a fundraising function, including building a prospect pipeline and implementing or strengthening a CRM.

- Experience working closely with senior leadership and Boards to develop and secure fundraising opportunities.
- Excellent written and verbal English.
- Existing relationships with Gulf or MENA-focused funders.

Desirable

- Strong knowledge of and relationships within the US philanthropic market, including major donors, foundations, family offices or corporates.
- Experience in international development, venture philanthropy or impact investing.
- Good command of Arabic.

SKILLS, ABILITIES & PERSONAL QUALITIES

- Excellent relationship-building and stakeholder-management skills across cultures, sectors and seniority levels.
- Self-starting and comfortable building infrastructure (systems, case for support, prospect pipeline) as well as closing gifts.
- Strong written and verbal communication skills; able to write compelling propositions and donor reports.

HOW TO APPLY

Please send a CV and a short covering letter (maximum two pages) setting out your relevant experience to Recruitment@alfanar.org.uk, with "Head of Fundraising & Partnerships" in the subject line. The closing date for applications is 09 October 2026. Applications will be reviewed on a rolling basis, so early submission is encouraged. Candidates must have, or be able to obtain, the right to work in their proposed location.