



## Fundraising Manager Role Announcement & Description

<b>Salary:</b>	Competitive
<b>Reporting to:</b>	Co-Directors
<b>Preferred Location:</b>	Either in Egypt, Jordan or Lebanon to facilitate donor engagement and regional networking.
<b>Job Type:</b>	Full Time
<b>Starting Date:</b>	As soon as possible
<b>Duration of the contract:</b>	One-year (with option to extend)
<b>Application deadline:</b>	21 May 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 Fundraising Manager who can secure funding proposals from corporates, foundations, and institutional donors across the MENA/GCC region. This role is based in the Arab world and is designed for a hands-on fundraising professional who excels at proposal development, donor engagement, and pipeline management – turning Alfanar's proven impact into compelling, successful funding applications.

For more information about Alfanar's venture philanthropy work, see our [2024 Impact Report](#) and our website at: [www.alfanar.org](http://www.alfanar.org).

## SCOPE OF THE ROLE

The Fundraising Manager is responsible for leading on proposal identification, writing, and submission, as well as managing donor relationships with corporate, foundation, government and institutional donors across Alfano's geographies. This role works within Alfano's existing strategy, with a focus on execution, pipeline management, and donor stewardship.

## MAIN RESPONSIBILITIES

### Fundraising Strategy and Delivery

- Identify, develop and secure funding opportunities aligned with organisational priorities and impact goals.
- Maintain and manage a pipeline of funding opportunities and proposals
- Track and respond to relevant calls for proposals across corporates, foundations, and institutional donors
- Identify, track, and respond to relevant calls for proposals from corporates, foundations, and institutional donors.
- Lead the end-to-end proposal writing process, including narratives, budgets, logframes, and supporting documents.
- Deliver agreed income targets from grants and donor contributions.
- Support the development and implementation of Alfano's fundraising strategy, with a focus on regional proposal opportunities.
- Execute regional fundraising activities targeting GCC-based donors, family offices, and CSR programs through proposals and tailored engagement.

### Donor Relationship Management

- Build, cultivate and steward strong relationships with local, regional and international donors, with a focus on institutional donors, governments, foundations and corporates
- Ensure a high standard of donor engagement, stewardship, and reporting for assigned grants.
- Represent Alfano externally and contribute to a positive stakeholder environment
- Cultivate relationships with GCC-based philanthropists, corporate donors, and regional foundations.

### Proposal Development and Reporting

- Proactively identify calls for proposals, tenders, and funding opportunities from corporates, foundations, governments and institutional donors.
- Collaborate with programmes and finance teams to develop high-quality submissions
- Maintain a proposals tracker with deadlines, donor requirements, and submission outcomes.
- Lead end-to-end proposal development (concept notes, full proposals, budgets, logframes)

- 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**

- Provide guidance and support to country teams on proposal development, including templates and review.
- Build local fundraising capacity through co-writing, feedback, and knowledge-sharing on donor requirements.
- Foster a collaborative, execution-focused 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
- Number and quality of proposals submitted (by donor type: corporate, foundation, institutional)
- Donor retention/renewal rate for managed grants

### **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 corporate, foundation, and/or institutional donors.
- Proven track record of securing six- and seven-figure grants from private sector, foundation, or institutional donors.
- Proven ability to track and manage a pipeline of funding opportunities and proposals.
- Strong proposal writing and editing skills, with the ability to translate impact data into compelling narratives.

- Ability to work independently and coordinate across teams (no direct people management required unless specified).
- Deep understanding of philanthropic and CSR landscapes in the Arab world.
- 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 writing proposals for EU, UN, corporate foundations, or GCC-based institutional donors.
- 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 Alfano'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. We are looking for an individual who is highly organised and motivated by securing funding through written proposals and direct engagement with corporates, foundations, and institutional donors.

The role requires initiative, adaptability and the ability to work collaboratively across geographies, 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@alfano.org.uk](mailto:recruitment@alfano.org.uk) with 'Alfano Fundraising Manager' in email subject line by **21 May 2026**. **Note: We will not review applications without cover letter and only eligible candidates will be contacted.**