**ROLE PURPOSE**

**Role Title:** Private Sector Engagement Lead (Middle East)  
**Division:** Public Affairs  
**Location:** UAE  
**Date:** Jan 1st 2023  
**Employment type:** Fixed term (12 months), Full Time  
**Reports to**  
Head of Development UK, Europe, and Middle East  
**Number of direct reports:** 0  
**Leadership Band:** Leads self

### Purpose of the role:

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 ESG needs of the private sector with a range of well-developed and compelling social impact investment and philanthropic offerings.

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

1. 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;
2. Engaging with directors and/or CSR leads of corporate their foundations
3. 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.
4. Engaging social impact investors and present The Foundation’s offering of Eye Health Social Impact and investment vehicles
5. Building a multi-million dollar, robust and diverse portfolio of prospective private sector partners and impact investors from a range of prospecting methods
6. 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.
7. **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;**
8. Ensure business development and marketing materials are targeted to the private sector’s needs, their ESG needs and position The Foundation accordingly
9. Other areas as directed by management, relevant to the Public Affairs Division and Middle East.

### Our Capabilities:

- **Look Out**
  - As a member of The Foundation Family you will:
    1. Live by the values of The Foundation and support The Foundation’s culture, performance and brand.
    2. Adhere to all The Foundation’s policies and procedures.
    3. Strengthen the health, safety and well-being of all/look out for the well-being.
    4. Lead, collaborate and contribute in all interactions.

- **Look Within**
  - **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 ESG 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 (Arabic can be a second language)**
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<th><strong>Skills:</strong></th>
<th><strong>Desirable Experience:</strong></th>
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<td>• Excellent interpersonal skills with the ability to manage a wide variety of diverse relationships utilising a collaborative and consultative approach</td>
<td>• Experience working in the not-for-profit sector, preferably in health, eye-health, economic empowerment, livelihoods and/or education areas;</td>
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<td>• Ability to identify, build and extract shared value from private and social impact partnerships.</td>
<td>• Cross cultural literacy – language skills a bonus however understanding of basic social and business norms in an international operating context are desirable.</td>
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<td>• Ability to set and deliver achievable, ambitious fundraising goals as part of a small international and local team</td>
<td>• Demonstrated understanding of a business operations environment</td>
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<td>• Outstanding written and verbal communication skills, with the ability to produce clear and articulate written content and verbally communicate compelling propositions to external and internal stakeholders</td>
<td>• Demonstrated understanding of a performance-based sales environment</td>
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<td>• An ability to pro-actively engage with and influence a range of external stakeholders</td>
<td>• Exposure working in a global context</td>
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<td>• Well organised, flexible and proficient multitasker with high-level organisational and time management skills</td>
<td><strong>Qualifications:</strong></td>
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<td>• Strong business acumen to identify new income opportunities.</td>
<td>Tertiary qualification in Business, Sales, Marketing, Communications or similar field</td>
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**Qualifications:**
Tertiary qualification in Business, Sales, Marketing, Communications or similar field

**Travel:**
Domestic and international travel may be required

The position involves:
This position is recognised as having “Contact with Children” either direct or indirect
This position does involve “Working with Children” either direct or indirect
This position does involve working with beneficiaries, donors and/or partners

**Additional Responsibility:**
Ensure that the work for which they are responsible is carried out in ways, which safeguard the health and safety of workers.