

Wataneya Society

Partnerships & Business Development Manager

<p>About Wataneya</p>	<p>Wataneya Society for the Development of Orphanages a non-profit organization, yet acts as a social enterprise, is registered under the Ministry of Social Solidarity (MoSS) since 2008.</p> <p>Our Vision: Center of excellence in alternative care for children and youth</p> <p>Our Mission: To create a future of equal opportunities for children and youth without parental care through innovative solutions to unify, and certify all aspects of alternative care</p> <p>The slogan "Quality of Life for Every Orphan" captures this vision and mission clearly, and maintains the vivid focus on children and youth without parental care.</p> <p>Since its foundation, Wataneya has been introducing innovative solutions based on a transformation approach to reform orphanage care in Egypt and ensure a better future for children and youth raised in care homes. Yet, in 2016, Wataneya extended its efforts to include another form of alternative care which is foster/alternative families (Kafala) by joining the Higher Committee of Alternative Families at MoSS.</p> <p>Wataneya created a breakthrough in the field of orphans care by developing Quality Standards for Alternative Care within care homes for children and youth without parental care and advocating for mandating these standards nationwide which was accredited and mandated by the Ministry of Social Solidarity in June 2014.</p> <p>Wataneya's projects and programs are driven from its long-term strategic objectives (2017-2023),</p> <ol style="list-style-type: none"> 1. Empower care homes to apply and sustain the quality standards for alternative care 2. Qualify the caregivers to ensure quality of life for children without parental care 3. Empower orphaned youth economically and socially for successful transition to independence 4. Develop the alternative care monitoring and evaluation mechanisms to sustain quality of care 5. Advocate for the empowerment of children and youth without parental care
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	<p>Wataneya was recognized as one of the best six practices worldwide to improve the living environment by Dubai International Award, was selected as the best project under the Humanitarian Category in the Arab Region by MBC Hope in 2014, was recognized by Prince Mohamed Bin Fahd Prize for Best Charity Performance in 2017 in the Arab World and received Misr El Kheir Foundation "Social Pioneers Prize" in 2020 for its effort in implementing the fourth goal in the SDGs "Quality Education."</p>
<p>REPORTS TO</p>	<p>Executive Director</p>
<p>DUTIES & RESPONSIBILITIES</p>	<p>Partnership Development:</p> <ol style="list-style-type: none"> 1. Identify, initiate, and cultivate strategic partnerships with corporations, foundations, government agencies, and other NGOs to enhance the organization's reach and impact. 2. Develop and maintain a robust pipeline of potential partners, ensuring alignment with Wataneya's mission and goals. 3. Collaborate with internal stakeholders to create customized partnership proposals and presentations. <p>Business Development:</p> <ol style="list-style-type: none"> 4. Research and analyze market trends, funding opportunities, and potential business ventures to diversify and enhance organizational revenue streams. 5. Develop and implement strategies to secure funding through grants, donations, sponsorships, and other fundraising initiatives. 6. Lead negotiations and contract development for business partnerships. <p>Relationship Management:</p> <ol style="list-style-type: none"> 7. Build and maintain strong relationships with existing partners, donors, and supporters, ensuring their continued engagement and satisfaction. 8. Act as the main point of contact for partners, addressing inquiries, providing updates, and coordinating collaboration efforts. 9. Collaborate with all stakeholders to ensure alignment between partner expectations and programs outcomes. <p>Networking and Advocacy:</p> <ol style="list-style-type: none"> 10. Represent Wataneya at conferences, events, and industry forums to enhance visibility and network with potential partners and stakeholders. 11. Advocate for the Wataneya's mission and goals, promoting awareness and support within the community and relevant sectors.
<p>Job Requirements</p>	<ul style="list-style-type: none"> • +10 years of experience in a relevant field. • A Bachelor degree in Marketing, Project Management or Business Administration.

	<ul style="list-style-type: none"> • Master's degree is a plus. • Proven experience in partnerships, business development, or a related field, preferably within the non-profit sector. • Fluent in both Arabic and English (ability to write formal correspondences, proposal, etc. in both languages) • Excellent communication, negotiation, presentation, and interpersonal skills. • Demonstrated ability to think strategically and execute plans effectively. • Results-oriented with a track record of meeting and exceeding targets. • Ability to work collaboratively in a dynamic environment.
<p>Core Competencies</p>	<ul style="list-style-type: none"> • Strategic Partnership Development • Business Acumen • Relationship Management • Negotiation and Contract Management • Fundraising and Resource Mobilization • Communication Skills • Networking and Advocacy • Results-Oriented • Cultural Competence • Collaboration and Teamwork • Innovative Thinking
<p>DOCUMENTS TO BE SUBMITTED</p>	<ul style="list-style-type: none"> • Resume

Interested Candidates can send the above documents to info@wataneya.org, mentioning the job title in the email subject line.

Note: We'll be in touch with those who make it to the shortlist for interviews. Appreciate your interest!