

JOB ANNOUNCEMENT

JOB TITLE

Fundraising & Partnership Senior Specialist

ABOUT WATANEYA

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 to “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.”

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.

Since its foundation, Wataneya has been introducing innovative solutions based on a scientific approach to reform the orphanage care in Egypt and ensure a better future for children and youth raised in institutional 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.

Wataneya created a breakthrough in the field of orphans’ care by developing Quality Standards for Alternative Care within institutional homes for children and youth without parental care and advocating for mandating these standards nationwide.

In June 2014, H.E Ghada Wali, Minister of Social Solidarity, issued a ministerial decree stated that all orphanages in Egypt are obliged to apply the QS. This decree was issued as a result of Wataneya’s efforts with the ministry, and other local and international organizations.

Wataneya’s projects and programs are driven from its long-term strategic objectives (2017-2023),

1. Empower institutional 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

	<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, and was recognized by Prince Mohamed Bin Fahd Prize for Best Charity Performance in 2017 in the Arab World.</p>
FUNCTION PURPOSE	<p>The Fundraising and Partnerships function is responsible for managing relationships with all of Wataneya’s different partner groups and securing the needed resources to cover its programs, her/his role will include the following:</p> <ul style="list-style-type: none"> • Fundraising • Networking • Partnerships establishment and management • Search and assess potential beneficiaries

REPORTS TO	Deputy Executive Director
DUTIES & RESPONSIBILITIES	<ol style="list-style-type: none"> 1. Carries out regular research to identify potential donors, partners and clients 2. Design of annual partnership programs and packages. 3. Identifies partnership needs across the organization and build annual partnership plans. 4. Secures needed partnerships for Wataneya’s various departments & programs. 5. Prepares communication tools such as presentations, cover letters, benefit packs, and thank you letters for donors, partners and potential beneficiaries. 6. Keeps donors, partners and beneficiaries updated with our progress through frequent communication. 7. Assists in preparing grant, awards /CSR applications and proposals. 8. Ensures that donors are acknowledged and receiving their benefits recognition. 9. Assist in executing Wataneya’s business development plan

JOB REQUIREMENTS	
EDUCATION	<ul style="list-style-type: none"> • A Bachelor degree in Marketing, Project Management or business administration. • Master’s degree is an asset.
RELEVANT EXPERIENCE	<ul style="list-style-type: none"> • +5 years of experience in a relevant field.
TECHNICAL KNOWLEDGE/ SKILLS/	<ul style="list-style-type: none"> • Account management experience is a plus. • Previous experience in NGOs is an asset. • Excellent organizational, presentation and interpersonal skills.

TRAINING REQUIRED	<ul style="list-style-type: none"> • Excellent communication skills and ability to deal with different stakeholders. • Flexible and adaptable to changing circumstances. • Excellent computer skills. • Exceptional strategic thinking, critical thinking, and creative mindset.
LANGUAGE ABILITY	Fluent in both Arabic and English (ability to write formal correspondences, proposal, etc in both languages).
CORE COMPETENCIES	<ul style="list-style-type: none"> • Quality Focus & Quality Performance • Initiative & Drive for Result & Results Orientation • Building Accountability • Continuous learning Creativity & Innovation • Facing Challenges and Decision Making • Bridging & Building Collaborating Work Relationships • Leading Change • Strategic Thinking • Leading Team through Coaching & Mentoring
DOCUMENTS TO BE SUBMITTED	<ul style="list-style-type: none"> • Resume; • A brief description of why do you consider yourself the most suitable for the position.

Interested Candidates, please send above document on info@wataneya.org, mentioning the job title in the email subject line.

Only shortlisted candidates will be contacted.