



JOB DESCRIPTION

Role Title Palestine and Gulf Strategic Partnerships Senior Advisor

Location

This role can be based in flexible location options in the South West Asia and North Africa region

Salary and Benefits:

Salaries and benefits will vary by country, depending on the successful candidate's location. We offer competitive, market-aligned remuneration, which can be adjusted in exceptional cases depending on a candidate's experience, skills, and potential. The salary for this role is likely to be in the region of US \$125,000 to 150,000 p.a.

Mission

Medical Aid for Palestinians (MAP) works for the health and dignity of Palestinians living under occupation and as refugees. MAP is the leading UK charity delivering health and medical care to those worst affected by conflict, occupation and displacement, in the occupied Palestinian territory (oPt) and Lebanon.

Role Purpose

The Palestine and Gulf Partnerships Senior Advisor will play a pivotal role in advancing MAP's mission by scoping, developing and strengthening partnerships across Palestine and the Gulf region. This senior role will help MAP build credibility and identify opportunities for growth in Palestine and the Gulf. This includes deepening MAP's engagement with institutional donors, major donors, corporates, charitable trusts and foundations and academic and policy institutions, with a particular focus on unlocking new philanthropic and strategic opportunities for income growth.

This role will serve as MAP's senior fundraising representative in Palestine and the Gulf, building visibility and credibility for the organisation, while working closely with UK colleagues to ensure alignment with organisational fundraising priorities. This colleague will establish priority relationships, and make clear recommendations to determine the extent and focus of any future investment in building relationships and growing income from the region. As MAP is also expanding its advocacy and influence in these markets, the post holder might be expected to support scoping out some strategic relationships and support, with meetings and events when necessary.

Contract

Three years, with the potential to become permanent after this period.

Hours

Full and part-time options may be considered for this role

Reporting to

Deputy Director of Philanthropy and Partnerships (UK-based)

Key Internal Relationships

- Director of Fundraising and Marketing
- Deputy Director of Philanthropy and Partnerships
- Philanthropy and Partnerships team
- Programmes, Communications, Finance, and SMT
- Regional and country programme teams as relevant
- VIP and Artist Engagement Manager
- Head of Advocacy and Campaigns

Key External Relationships

- Philanthropists and major donors across Palestine and Gulf states
- Charitable trusts, foundations, and family offices
- Corporate partners and CSR bodies
- Government officials and key senior figures
- Royal Foundations
- Zakat Institutions and Charities
- VIPs and Celebrities
- Institutional funders and grant-making organisations
- Networks, associations, and community leaders in Palestine and the Gulf region
- Academic and policy institutions

This role profile does not form part of your contract of employment and can be amended from time to time as the needs of the organisation require.

KEY RESPONSIBILITIES

1. Strategy, Market Scoping and Insight

- Lead an initial scoping initiative to map the fundraising landscape in Palestine and the Gulf region, identifying high value opportunities, emerging trends, and region-specific fundraising approaches.
- Develop a Gulf Partnerships Strategy, aligned to MAP's organisational priorities and Fundraising and Marketing Strategy which outlines priority markets, key relationship targets, and recommended long-term approaches.
- Maintain an up-to-date understanding of political, cultural, philanthropic and regulatory trends influencing Gulf-based giving.
- Provide horizon scanning and intelligence to senior leadership on opportunities and risks, working closely with colleagues in MAP's Advocacy, Communications and Campaigns Team to analyse and mitigate legal and operational risks.

2. Relationship Development and Representation

- Represent MAP at a senior level with Gulf stakeholders, positioning the organisation as a trusted, expert and credible partner.
- Cultivate and steward relationships with major donors, corporate partners, charitable trusts, academic and policy institutions, and foundations, and institutional funders.
- Build a pipeline of qualified prospects and create tailored cultivation plans to maximise long-term income potential.
- Ensure all relationships are developed in line with MAP's Ethical Fundraising Policy and that due diligence processes are followed for all new partners.

- Support the VIP and Artist Engagement Manager to identify potential VIP and Celebrity Supporters
- Work with programme colleagues to translate MAP's work into Gulf appropriate narratives and a case for support.
- Organise high-quality engagement activities, donor visits, policy roundtables, and small engagement events that bring MAP's impact to life.

3. Proposal Development and Reporting

- Collaborate with Philanthropy, Programmes and Communications teams to produce compelling, culturally attuned proposals, concept notes and presentations for Gulf prospects.
- Support high value reporting requirements for Gulf-based donors, ensuring timely and accurate submissions.
- Provide regular updates to the Deputy Director on progress against objectives, risks, and emerging opportunities.
- Maintain accurate CRM records, prospect information, and donor intelligence.
- Ensure compliance with MAP's policies, ethical standards, and safeguarding requirements.

PERSON SPECIFICATION

Knowledge / Experience

- Demonstrable knowledge of the fundraising and philanthropic landscape in Palestine and Gulf States.
- Proven experience (or strong exposure) in major donor, corporate, trust and foundation or institutional fundraising.
- Demonstrable experience in developing and implementing successful fundraising strategies.
- Strong understanding of Palestinian and Gulf culture and philanthropic traditions;
- Demonstrable experience in Zakat and Islamic Giving
- Existing contacts and networks in the region
- Experience working in the South West Asia and North Africa region or with Palestinian or Gulf donors is highly desirable.
- Experience representing an organisation to senior stakeholders.
- Understanding of global (non-UK centric) trends in philanthropy and international giving.

Skills

- Excellent interpersonal and negotiation skills, comfortable engaging senior-level stakeholders and able to engage and inspire donors and partners in a culturally appropriate way.
- Exceptional written and verbal communication skills in English are essential.
- A high level of written and verbal communication skills in Arabic is highly desirable
- Strong strategic and analytical skills.
- Ability to manage multiple priorities and work independently in a regional context.

Personal Attributes and Other Requirements

- Self-starter, resilient, and comfortable operating autonomously.
- Flexible and able to undertake evening/weekend work if required for donor availability.
- Sensitive to cultural norms and able to build relationships across diverse contexts.
- Willing and able to travel frequently within the region and occasionally to the UK.
- Commitment to anti-discriminatory practice and equal opportunities

- Commitment to a zero-tolerance policy on sexual exploitation & abuse/safeguarding.
- Commitment to upholding the rights of people facing disadvantage and discrimination.
- Ability and willingness to work weekends/evenings in emergencies
- Support the mission, ethos and values of MAP.
- Support and promote diversity and equality of opportunity in the workplace.
- Maintain and improve competencies through continuous professional development.
- Treat with confidentiality any personal, private or sensitive information about individuals, organisations, clients or staff and MAP data.

Note: We encourage all interested applicants to apply even if they don't meet all criteria in the person specification.