



## Sanad for Alternative Parental Care

### Senior Specialist Business Development & Partnerships

<b>ABOUT SANAD</b>	<p>Sanad for Alternative Parental Care is a non-profit organization, yet acts as a social enterprise, and has been registered under the Ministry of Social Solidarity (MOSS) since 2008.</p> <p>Our vision: a world where orphans shape their future.</p> <p>Our mission: strengthening the alternative parental care system through standardization, research, certified training, and advocacy, so that every orphan to realize his uniqueness and potentiality.</p> <p>Since its foundation, Sanad 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, Sanad 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. Sanad created a breakthrough in the field of orphan 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>Sanad’s projects and programs are driven from its long-term strategic objectives (2024-2030):</p> <ol style="list-style-type: none"> <li>1. Providing technical support to enable the transformation of care-homes’ system from institutional care to semi-family care.</li> <li>2. Qualifying foster families to be capable of raising children deprived of parental care.</li> <li>3. Preparing qualified cadres to work within the alternative care system. Developing mechanisms of sustainability and ensuring the quality of the alternative care provided in all its forms.</li> <li>3. Gaining the support of the private sector and the civil society to advocate for equal opportunities for all care leavers.</li> <li>4. Raising the institutional and the technical efficiency of civil society organizations and the private sector to empower care leavers socially and economically.</li> </ol> <p>Sanad 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>
<b>REPORTS TO</b>	<b>Partnerships &amp; Business Development Manager</b>

## JOB SCOPE

The Senior Partnerships & Business Development Specialist will play a pivotal role in identifying, developing, and managing strategic partnerships that enhance the organization's sustainability and impact. This role requires a strong business acumen mindset to capitalize on opportunities with corporate entities, NGOs, and social enterprises to drive innovation, funding, and resource mobilization.

## DUTIES & RESPONSIBILITIES

### Strategic Partnership Development:

1. Identify, assess, and establish partnerships with corporate entities, social enterprises, and non-profit organizations that align with the organization's mission and strategic goals.
2. Develop and present compelling partnership proposals, ensuring alignment with partners' Corporate Social Responsibility (CSR) strategies and business objectives.
3. Negotiate and structure agreements that maximize value for both the organization and its partners.
4. Explore innovative collaboration models, including revenue-generating partnerships, shared-value initiatives, and in-kind contributions.

### 2. Business Development :

- Research and identify funding and sponsorship opportunities from corporations, foundations, and institutional donors.
- Design and implement business development strategies that enhance financial sustainability and create new revenue streams.
- Work closely with internal teams to integrate business-oriented approaches into programs and initiatives.
- Develop partnership-driven fundraising initiatives, such as cause-marketing campaigns, sponsorships, and co-branded activities.

### 3. Stakeholder Engagement & Relationship Management:

- Build and maintain strong, long-term relationships with key stakeholders, including corporate partners, donors, and industry influencers.
- Act as the primary liaison between the organization and its partners, ensuring smooth collaboration and mutual benefit.
- Organize and participate in networking events, industry forums, and strategic meetings to enhance visibility and establish new connections.

### 4. Visibility, Branding & Reporting:

- Ensure proper brand representation and visibility for partners in alignment with agreed sponsorship terms.
- Collaborate with the communications team to highlight partnership success stories through media, reports, and social platforms.

	<ul style="list-style-type: none"> <li>• Monitor, evaluate, and report on partnership impact, providing insights and recommendations for future engagement.</li> </ul>
<p><b>JOB REQUIREMENTS</b></p>	<ul style="list-style-type: none"> <li>• Bachelor's degree in Business Administration, Marketing, International Development, or a related field. A Master's degree is a plus.</li> <li>• <b>5+ years of experience</b> in partnerships, business development, fundraising, or a related field. <b>Previous experience in CSR and private sector would be a plus.</b></li> <li>• Strong <b>business acumen</b> with the ability to identify and capitalize on revenue-generating opportunities.</li> <li>• Proven track record in developing and managing high-value strategic partnerships.</li> <li>• Experience in CSR, corporate sponsorships, and social impact initiatives.</li> <li>• Experience working with NGOs, social enterprises, or impact-driven organizations.</li> <li>• Knowledge of fundraising strategies, grant writing, and donor engagement.</li> <li>• Fluency in English and Arabic is Required.</li> </ul>
<p><b>CORE COMPETENCIES</b></p>	<ul style="list-style-type: none"> <li>• Strategic Thinking &amp; Partnership Development</li> <li>• Stakeholder Engagement &amp; Relationship Management</li> <li>• Branding &amp; Impact Reporting</li> <li>• Leadership &amp; Project Management</li> <li>• Analytical &amp; Problem-Solving Skills</li> <li>• Independent Work &amp; Multitasking</li> <li>• Strong Interpersonal &amp; Communication Skills</li> <li>• Experience with Social Impact Initiatives</li> </ul>
<p><b>POSITION TYPE</b></p>	<ul style="list-style-type: none"> <li>• Full-time</li> </ul>
<p><b>TO APPLY</b></p>	<ul style="list-style-type: none"> <li>• <a href="#">Job Application Form</a></li> </ul>