



JOB DESCRIPTION

Job Title	Deputy Director of Philanthropy and Partnerships
Location	Hybrid – Weekly attendance in the office required - 33a Islington Park Street, London N1
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.
Job Purpose	The Deputy Director of Philanthropy will play a pivotal role in advancing MAP's mission by leading and expanding our fundraising efforts across trusts and foundations, major donors and corporate partnerships in the UK and internationally. This senior leadership position requires a strategic thinking, highly motivated individual with a proven track record in high-value fundraising and relationship management.
Contract	Permanent
Hours	Full-time
Reporting to	Director of Fundraising and Marketing
Current and future line reports	Head of Philanthropy and Partnerships, Trusts and Foundations Manager, Middle East Fundraising Manager
Key Internal Relationships	Fundraising Heads and Managers, Finance, Communications, Programmes and SMT, PMEAL
Key External Relationships	Corporates, Philanthropists, Trusts and Foundations

This job description 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

Leadership, Strategy and Planning

- Build and inspire a high-performing, results-oriented team focused on delivering fundraising targets through tailored partnership plans
- Lead the development of the Philanthropy and Partnerships strategy, setting ambitious targets in line with the fundraising strategy and goals in the UK and globally.
- Collaborate with the Director and Heads of teams to develop team plans aligned with the Fundraising and Marketing strategy.
- Stay ahead of emerging trends and horizon scanning to ensure MAP's philanthropy offering considers the latest developments.

Relationship Development and Management

- Cultivate and manage strong relationships with corporates, major donors, trust and foundation representatives to secure grants with a focus on multi-year partnerships.
- Develop and manage the portfolio of major donor prospects, creating tailored engagement plans to maximize their philanthropic potential.
- Lead stewardships events to bring the work to life and to connect supporters with MAP programme colleagues and medical volunteers.
- Collaborate with programmes and communications teams to ensure the team creates persuasive proposals, impactful reports, and engaging donor communications.
- Lead and be responsible for the due diligence procedure for new partners, as well as periodically ensuring that current partners still meet MAP's guidelines.

Budgets, reporting and compliance

- Lead, create and manage annual and three-year rolling budgets working with programmes, communications and finance.
- Working with the Head of Fundraising Operations, provide reporting for the SMT and Board on a quarterly basis, and at a team level on a monthly basis, highlighting risks and opportunities and making necessary adjustments to ensure continued success.
- Ensure all grant applications and reports are submitted punctually and meet funders' requirements.

PERSON SPECIFICATION

Skills and Experience

- A strong track record of securing major gifts, grants, and corporate partnerships.
- Demonstrable experience in developing and implementing successful fundraising strategies.
- Excellent interpersonal skills, with the ability to engage and inspire donors and partners.
- Exceptional communication skills.

- Strong project management abilities, capable of managing multiple priorities and deadlines.
- Understanding of the global fundraising landscape and ability to identify trends and opportunities driven by non-UK centric fundraising approaches is desirable.
- Experience working in the Middle East or with Middle Eastern donors is highly desirable.
- Experience working with Trustees, Senior Management Teams and other stakeholders within an organisation to embed, promote and develop a private fundraising culture across projects and programmes, and close a deal.

Personal attributes and other requirements

- 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.
- Commitment to the aims, values and ethos of MAP
- 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.

Uphold MAP's Values

Solidarity

At MAP, we recognise the unique challenges faced by Palestinian communities first and foremost, we stand in solidarity with Palestinians. We put solidarity into action by working collaboratively as one MAP team, and working side-by-side with local partners and with volunteers, in genuine partnership, to address injustice. We listen with intent to those with local knowledge and expertise and we support communities as they actively build resilience and self-reliance.

Impact

We deliver significant, sustainable impact for Palestinians in need. We are pragmatic and action-oriented while being innovative and adaptable in the volatile environments we operate in, holding ourselves accountable to evidenced-based measures to ensure tangible change for the communities we serve. We operate in accordance with humanitarian principles and are persistent, working diligently and patiently over long periods of time, until we achieve the outcomes we seek. We work with our partners to address critical needs, both humanitarian and development – as first responders in emergencies, as trusted professionals, and as vocal advocates for fairness and justice.

Dignity

We hold the utmost respect for the rights and dignity of each individual. Through our commitment to diversity and equality, we treat all people with fairness and respect, particularly those who are most marginalised and disempowered. We are inclusive, and we support diverse leaders within the Palestinian community, ensuring that both women and men – and those who may normally be underrepresented – can participate meaningfully in decision-making. We ensure that employees and partners across all offices and teams are respected and have their voices heard.

Integrity

In order to partner effectively with Palestinian communities and to maintain the trust of our local partners, volunteers, employees, supporters, donors, suppliers and other stakeholders, we always operate with integrity. We expect trustworthiness, transparency and ethical conduct in all of our internal and external interactions. We maintain open and respectful lines of communication, seeking feedback and continuously improving our programmes and services. We take our responsibilities seriously, ensuring that resources are utilised efficiently and effectively in alignment with our mission, and in the best interests of the people we serve.

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