

JOB DESCRIPTION

Strategic Partnership Manager

Role Summary

Senior relationship lead responsible for building and managing partnerships across government, the private sector and international stakeholders. The Strategic Partnership Manager opens doors, negotiates collaboration agreements and amplifies the organisation's work through aligned partners.

REPORTS TO	Managing Director
DIRECT REPORTS	None (cross-functional leadership)
EXPERIENCE REQUIRED	4 years
LOCATION	On-site
TYPE	Full-time, permanent

Qualifications

Bachelor's degree in Business, Marketing, International Relations, Communications or related field.
Master's degree preferred.

Key Responsibilities

- Build and manage strategic relationships with government ministries, public-sector agencies and private-sector partners.
- Negotiate co-branding, co-funding and joint-campaign agreements.
- Align partner stakeholders around shared objectives and joint activity calendars.
- Identify and develop international partnership opportunities — embassies, multilaterals, global brands.
- Maintain a structured partner CRM with clear ownership, status and value for each relationship.
- Represent the organisation at external forums, events and partner meetings.

Skills & Experience

- Established network across the public and private sectors in the region.
- Excellent negotiation and stakeholder management skills at senior level.
- Strong commercial acumen — able to structure deals and read terms.
- Polished, executive-level communication in English; Arabic strongly preferred.
- Comfortable operating in sensitive government and diplomatic contexts.