

Job Description: Senior Partnership Specialist

About the Al Qasimi Foundation

The Sheikh Saud bin Saqr Al Qasimi Foundation for Policy Research (AQF) is a leading philanthropic organization based in Ras Al Khaimah, United Arab Emirates. The Foundation supports the social, cultural, and economic development of RAK and the wider UAE through research, policy engagement, capacity development, and community programming.

The Foundation also curates the RAK Art Festival, an international platform showcasing contemporary art, cultural heritage, and digital innovation, attracting audiences from across the UAE and GCC.

Position Overview

The Senior Partnership Specialist plays a pivotal role in advancing the Al Qasimi Foundation's strategic partnerships and collaboration portfolio. This position leads the design and implementation of partnership strategies that strengthen the Foundation's visibility, enhance stakeholder engagement, and expand its local, regional, and international networks.

Working closely with the Arts & Culture team and other departments, the Senior Partnership Specialist identifies, nurtures, and manages relationships with government entities, cultural institutions, media organizations, and the private sector. The role also contributes to the success of flagship initiatives such as the Ras Al Khaimah Art Festival, adult education programs, and new cross-sector collaborations.

This position is ideal for a dynamic, relationship-driven professional who combines strategic insight with strong execution skills and thrives in a mission-driven, creative environment.

Key Responsibilities

1. Partnership Strategy & Development

- Design, implement, and monitor a comprehensive partnership strategy aligned with the Foundation's goals.
- Identify, recruit, and onboard new partners while strengthening existing collaborations.
- Lead the development of proposals, partnership decks, and MOUs that deliver mutual value.
- Negotiate partnership agreements and ensure the delivery of agreed benefits and obligations.

- Represent the Foundation externally, embodying its mission and values in all engagements.

2. Program & Event Collaboration

- Drive partnership and sponsorship initiatives for the Ras Al Khaimah Art Festival and other flagship programs.
- Oversee cultural collaboration initiatives including artist coordination, logistics, and event execution.
- Support interdepartmental projects in research, education, and community development that require cross-sector engagement.

3. Stakeholder & Community Engagement

- Cultivate relationships with government agencies, diplomatic missions, cultural institutions, NGOs, and media partners.
- Lead the Foundation Partnership Committee and facilitate high-level partner presentations and pitches.
- Attend and represent the Foundation at events, conferences, and networking opportunities to build institutional visibility.

4. Capacity Development & Community Initiatives

- Lead adult education initiatives, including the RAK Executive Leadership Program and elderly engagement projects.
- Develop partnerships that promote lifelong learning, healthy ageing, and community well-being.

5. Research, Evaluation & Reporting

- Conduct market and partner research to identify opportunities for strategic collaboration.
- Monitor, evaluate, and report on partnership outcomes to ensure alignment with Foundation objectives.
- Contribute to the development of internal policies and frameworks that strengthen partnership management.

Candidate Profile

Qualifications & Requirements

- Bachelor's degree in Arts & Culture Management, Business, Communications, or a related field (Master's preferred).
- Minimum of 2 years of experience in partnership development, fundraising, or cultural management.
- Demonstrated success in developing and maintaining institutional partnerships.
- Knowledge of the UAE and Gulf cultural landscape preferred.

Skills & Competencies

- **Strategic & Analytical Thinking** – Strong ability to plan, evaluate, and adapt partnership strategies.
- **Negotiation & Communication** – Proven ability to engage and influence diverse stakeholders.
- **Project & Event Management** – Skilled in planning and delivering initiatives end-to-end.
- **Professional Writing & Presentation** – Excellent proposal, reporting, and public speaking skills.
- **Cultural Sensitivity & Diplomacy** – Ability to navigate diverse cultural and institutional contexts.
- **Language Skills** – Fluent in English (Arabic an asset).

Compensation & Benefits

- Competitive, tax-free salary,
- Healthcare benefits
- Professional development opportunities
- Full-time two years renewable Contract

Application Requirements

Candidates must provide:

- CV
- Cover Letter
- Relevant Certifications