



## **Fundraising & Business Development Manager – Africa Check**

As **Fundraising & Business Development Manager** at Africa Check, you will be responsible for developing and implementing fundraising and revenue mobilisation for Africa's first independent fact-checking organisation, reporting directly to the London-based Executive Director.

A non-profit organisation set up in 2012 to promote accuracy in public debate, Africa Check is growing rapidly, with offices in Johannesburg, Dakar and London.

The position of Fundraising & Business Development Manager is critical ensuring the organisation continues to grow.

Based with the fact-checking team in Africa Check's offices in the Journalism Department of the University of the Witwatersrand in Johannesburg, you will be responsible for:

- Developing, in liaison with the Executive Director, our overall resource mobilisation strategy, and implementing that strategy;
  - o Building and maintaining our relationship with new and existing institutional donors;
  - o Managing the rapid development of our new commercial services unit; *TRi Facts – Training, Research & Information from Africa Check.*
  - o Exploring opportunities for crowd-funding, ticketed-events and sponsorships, all in keeping with our non-partisan approach
  - o Creating a network of individual supporters and members



As our services expand, we see the support for our work, and the market for our services extending outside South Africa to markets elsewhere in Africa, the UK, the US and elsewhere.

You will be experienced in developing resources across all areas of revenue, from developing relationships with institutional donors to creating from scratch a commercial revenue-generating service; promoting the agreed services and ensuring targets agreed are met and services provided.

Qualities we would seek include

- An interest in, enthusiasm for and understanding of our work
- A track record of developing and implementing a resource mobilization strategy for a small but growing non-profit organisation, covering both the creation of commercial operations and developing institutional and individual donors relationships
- A hands-on approach to the work and an easy and approachable manner