

NATIONAL EVENTS AND SALES MANAGER

RISE AGAINST HUNGER: AFRICA (previously Stop Hunger Now SA) is an affiliate of the Global Rise Against Hunger (USA) and is based in South Africa. It is seeking an experienced and seasoned professional to undertake its fundraising activities in South Africa. The position is based in the Johannesburg Headquarters but requires some regular national travel to the branches in KZN, Eastern Cape and Western Cape.

ABOUT OUR WORK:

We are committed to Sustainable Development Goal 2 linked to 4 and 1 in South Africa i.e. To End Hunger by 2030. We currently serve over 50,000 beneficiaries in ECD facilities and universities as our focus group and provide them with a nutritious meal 5 times a week. Our model is innovative in that it encompasses Employee Volunteering but it is also holistic as we realised that meals alone will not develop communities nor will it be sustainable so sustainability is key to what we do. We are expanding our efforts and for this reason need a seasoned professional sales person who is as passionate as we in ending hunger sustainably.

Key Requirements:

- Strong history in sales/fundraising and closing deals
- Superior analytical skills
- Understanding of customer needs and organisational needs
- Excellent communication skills
- A self-starter with an established data base of potential clients
- The ability to manage, guide and support existing sales team
- Good Business sense and ability to think strategically
- Team player who understands the Power of We and of Collaboration
- A commitment to development of vulnerable communities

Responsibilities:

- Planning and executing fundraising strategies for the sales team to deliver to existing and new donor partners
- Mentoring , training and support of the national sales team members
- Identifying business opportunities with current and prospective donors and making recommendations to solidify these relationships
- Analyzing opportunities by researching the industry and market trends
- Maintaining relationships with all donors by providing information, support and reports regularly as required
- Analysing progress and continuous evaluation of targets as well as ability to assist sales teams to close deals

- Supporting the CEO as required with major donors and ensuring budgetary targets at minimum are met

Qualifications and Experience:

- A minimum of 10 years successful sales/fundraising experience in any industry
- A track record of successful closing of deals (will be required to provide proof of this)
- A passion for ending hunger and making the world a better place so the understanding and/or experience within an NGO environment would prove valuable
- A business minded approach to social needs.

Salary

Is according to experience and in accordance with the Patterson Salary Scale. It is negotiable within these scales and market related.

Applicant must be able to commence on the 01 March 2018

Applicant must be legally able to work in South Africa and provide proof where necessary