

## **Senior Fundraiser**

### **Job Purpose**

The role of the Senior Fundraiser is to support the Head of Sustainability to deliver the agreed Fundraising strategy, goals and standards. In addition, the Senior Fundraiser will contribute towards the Fundraising strategy of maximizing income from donors and potential donors by taking responsibility to carry out the fundraising activities.

### **KPA's & Responsibilities:**

#### **1. Financial Sustainability**

- Managing the projects associated with achieving income stream targets (Corporate partnerships, Planned Giving, Fundraising Appeals)
- Maintaining records and documentation pertaining to fundraising activities

#### **2. Funding proposal submissions**

- Researching and identifying Corporate Social Investment (CSI) Programmes and businesses that match Ikamva Labantu's organisational goals
- Develop and maintain corporate funding partnerships

### **Skills, Knowledge and Experience:**

3. A tertiary qualification in a relevant field (fundraising) with at least five years' fundraising experience.
4. Demonstrated ability to develop and implement a fundraising strategy
5. Wide experience of working in a fundraising environment
6. Track record in wiring successful proposals
7. Strong track record in representing organizations in a professional and positive manner
8. Ability to establish effective partnerships in line with the organisation's goals
9. Understanding of funding environment, CSI and B-BBEE.
10. Excellent networking, communication (oral, written, interpersonal) and presentation skills.
11. Sound budgeting, donor reporting and administrative abilities.
12. Computer literacy (Word, Excel, Power Point, Outlook); proficiency in database management.
13. High degree of self-direction; able to work with minimal supervision to achieve fundraising objectives.
14. Own vehicle and driver's license.