



NEW POSITION
DEPARTMENT OF STRATEGIC CORPORATE PARTNERSHIPS (SCP)
South African Guide-Dogs Association for the Blind

AUGUST 2023

CORPORATE FUNDRAISING TEAM LEADER (CFTL)

REPORTS TO: HEAD OF DEPARTMENT

The purpose of the CFTL role is to support a multi-faceted fundraising strategy, with specific focus on corporates, working towards growing sustainable income streams for GDA in conjunction with the Head of Department.

The individual required for this position must have an understanding of NGOs, be well presented and have a passion for working with the disabled and with dogs.

The CFTL will be responsible for the following duties:

- To work with the Head of Business to develop and deliver the strategic direction for the fundraising department.
- To develop and write funding proposals, corporate applications, and corporate foundation applications and support the rest of the team in applications to Trusts and Foundations.
- To nurture and maintain applicable existing corporate relationships, demonstrating the highest levels of customer care.
- To research new potential partners. Gather information, set appointments, and undertake corporate presentations.
- To plan, deliver, monitor, and evaluate national corporate fundraising events.
- To support in the monitoring of progress against budget and reforecast income and expenditure as required.
- To assist in meeting or exceeding income goals and contribute towards the development and achievement of the organisational strategy.
- To assist with the management of special projects.
- To work closely with the Public Relations Team Leader.

The Corporate Fundraising Team Leader must meet the following criteria:



- Minimum of 6 – 8 years' experience in multi-faceted fundraising programmes, including a successful track record of meeting and exceeding challenging targets and achieving year on year income growth.
- Experience in fundraising internationally and locally.
- Degree level education: Project Management, Political Science, Development Administration, Development Studies are preferred.
- Significant experience of managing projects on time and on budget.
- A thorough understanding of best practice in supporter acquisition, development and retention.
- Understanding of key areas of legislation, regulation and online mechanisms related to fundraising activities.
- Proficient in the use of Word, Excel, PowerPoint, Outlook.
- Excellent written and verbal communication skills including strong presentation and writing skills. Fluent English is mandatory.
- Customer service focused with the ability to form effective internal and external relationships.
- Ability to work well under pressure and to meet deadlines.
- Flexible approach with the ability to adapt to new and changing situations.
- Strong organisational and analytical skills.
- Sensitivity and empathy in working with people. The candidate will work closely with a team and must be people-oriented.
- Willingness to travel.

This position is open for either Johannesburg or Cape Town, it is dependent on where the most suitable candidate resides.