



Tomorrow Trust provides holistic programmes focused on academic, psychosocial, career and digital development to orphaned and vulnerable children and youth. We do this by delivering world class wraparound support to children in schools (K1 to Grade 12) via a Holiday and Saturday School Programme and supporting tertiary aspiration via our Tertiary programme. Our mission is to be unlocking South Africa best tomorrow through Holistic education today: from playground to professional.

Tomorrow Trust offers supplementary Holistic support for Gr R – Gr 12 learners during the holiday period and Saturdays in order to supplement, build, support and correct the learning they receive at their home school. Tomorrow Trust Tertiary Programme offers full and partial bursaries to deserving students around South Africa to attend university or college; we cover costs for tuition, textbooks, accommodation, feed and transport. Specific psycho-social and academic support is provided to all students to ensure they complete their qualifications and are ready for the working environment when they graduate.

Our Vision: For a just tomorrow – A society with conscious and holistically educated leaders; where all children including the orphaned and vulnerable have a real chance of success in academics and life.

Our Mission: To unlock South Africa's best tomorrow through holistic education today: from the playground to professional.

Our Values: Social Justice, Compassion and Growth

The Tomorrow Trust is looking to fill the following permanent position, based in the Johannesburg office.

Job Brief: Fundraising Lead

Reporting to: CEO

OVERAL PURPOSE OF THE POSITION

A motivated person that is passionate about building relationships and networks to drive Tomorrow Trust objective of growing impact and revenue. A person who prospects and builds relationships culminating in the submission of proposals, grants, cause- related trusts, foundations and other opportunities . This individual should have a conversion on at least 20% of donors approached for funding. The person will be expected to raise the profile of Tomorrow Trust, advancing the spirit of philanthropic giving.

- ✓ Seek new partnerships
- ✓ Connect potential donors to the vision and mission of Tomorrow Trust.
- ✓ Preparing proposals and concept notes
- ✓ Able to work towards an annual fundraising target
- ✓ Has understanding of the fundraising space and networks.
- ✓ Ensure exceptional care of donors through Programme M&E and reporting.

KEY PERFORMANCE AREAS:

- Contribute to development, refinement and execution of business strategies.
- Networking
- Fundraising
- Donor relations (retention and engagement)
- Reporting

BEHAVIOUR AND PERSONAL ATTRIBUTES:

- Organisational skills, an ability to plan and follow procedures
- Competitive, self –motivated, honest, integrity and highly creative.
- Confident
- Clear communication
- Assertive
- Innovative thinker and problem solver.
- Self-Starting rather than accepting passively
- Highly passionate about education and making a change
- Team worker and contributes to a kindness caring working environment.
- Self- motivated- must have the ability to prioritise workload and continue without instructions at time.
- Ability to work under pressure.
- Enthusiastic and motivated to make a difference in the lives of orphaned and vulnerable children lives.
- Can adjust easily to change.
- Must be open to travel to other provinces.

EXPERIENCE AND QUALIFICATIONS:

- 3- 5 years fundraising experience with a proven record
- A valid driver’s licence.
- Highly computer literacy (Excel, Word, PowerPoint, Outlook)
- Excellent interpersonal skills, an ability to communicate at all levels and handle partner relations.
- Excellent command on the English Language.
- Excellent writing and oral communication skills.
- Use of social media and digital media for marketing and fundraising.
- Excellent networking and building relationships.
- Salesforce/ CRM knowledge (an advantage)