



ForAfrika currently has the following Vacancy: **Director, Corporate and Foundation Philanthropy**

Overview:

As the Director of Corporate & Foundation Philanthropy, you will be reporting directly to the Chief Development Officer (CDO), this position collaborates closely with the Director of Development – Faith-based and the Director of Development – Grants and Institutional Foundations. Your core objective will be to drive forward organizational initiatives, elevate our presence, and establish a strong brand identity within the philanthropic, foundations, and corporate sectors.

The Director of Corporate & Foundation Philanthropy plays a vital role in the organization and will lead in crafting a results-oriented strategy that impacts the organization's mission at scale. The Director should be able to facilitate cross-departmental collaborations to generate impactful storytelling for innovative donor support. Reporting to ForAfrika's Chief Revenue Officer, the Director will be a senior member of the Revenue team of dedicated professionals responsible for generating philanthropic revenue for the organization.

Responsibilities

- Lead the development and execution of ForAfrika's corporate and foundation philanthropy strategy to support the organization's Strategic Plan, including annual fundraising targets.
- Contribute to overall organizational strategies by conceptualizing approaches to align programs with funder priorities and working with senior leadership and program staff to refine content pitches, solicitations and proposals to potential funders.
- Steward and grow relationships with current funders, adapt strategies as needed, and identify new prospects in coordination with CRO, Philanthropy team members, senior leadership, and program personnel.
- Lead the corporate and foundation fundraising strategy identifying new prospects, researching, developing, executing cultivation and solicitation strategies, meaningful stewardship, and completing all reporting requirements.
- Oversee the submission of all Letters of Interest, concepts, proposals, pitches, and reports to funders according to requirements and priorities.
- Network and demonstrate thought leadership in building relationships and networks with other industry professionals, corporations, foundations, and other external relationships for the benefit of the organization.
- Use Salesforce CRM to track and report on donor relationships and move management processes according to development, fundraising and philanthropic industry best practices.
- Build capacity of program and corporate and philanthropy staff working on private grant implementation on client relationship management, help them problem solve, and communicate success stories.
- Coordinate with internal teams as needed in support of donor relationships and requirements.
- Support the CRO in the department's management, including building team morale, capabilities and taking on other leadership responsibilities as assigned.
- Collaborate with leadership and Board of Trustees for cultivation, solicitation, and stewardship of foundations and corporations.
- Support direct reports' professional growth with consistent, constructive feedback and career opportunities to successfully contribute to their career and ForAfrika.
- Perform all other related duties as assigned.

Requirements

Required Experience/Education:

- Minimum 10 years of fundraising or equivalent experience.
- Bachelor's Degree required.
- Applicants must be authorized to work in the location where this position is offered;

Required Skills:

- Must have experience raising funds for international development organizations, diverse cultures, and understanding the challenges in the countries in which ForAfrika operates.
- Excellent leadership, management, supervisory, analytical, writing, and representational skills to successfully navigate through a matrixed organization.
- Demonstrated track record of generating between \$2 million to \$3 million from foundation and corporate donors annually with at least ten years of professional experience in mid-to-senior level positions.

- Demonstrated success in cultivating and stewarding long-term donor relationships.
- Ability to be efficiently self-supporting with basic office technology. Knowledge of database systems, expertise with Salesforce, and publishing software including PowerPoint, Excel, and Microsoft Word.

Required Behaviors/Competencies:

- Strong interpersonal skills, including working independently and collaboratively with colleagues, senior management, boards, donors, and consultants required.
- Adaptable to working in a dynamic environment to respond to opportunities that arise rapidly.
- Management experience.
- Travel domestically and internationally, as needed.

Shortlisted candidates will be expected to undergo psychometric testing and background screening. Applicants who fulfil the abovementioned requirements are invited to apply for the position.

For more information, an email may be sent to n.vermeulen@forafrika.org

Closing Date: 28 August 2024

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