



Role Title: Head of Development and Fundraising

Reporting to: CEO

Location: Kenya, Zimbabwe, South Africa Nigeria, and Malawi, United Kingdom, Spain

Position Summary

The Alliance for Women and Girls (AFWAG) is on the lookout for a passionate and experienced individual to take on the position of Head of Development and Fundraising. This role calls for strategic thought leadership, driving the development team, and securing the financial resources required for our strategic objectives. This role reports directly to the Head of Development and Fundraising and is pivotal to the growth and success of AFWAG.

Responsibilities

The Head of Development and Fundraising will assume ultimate responsibility for developing the strategy that will generate the relationships, partnerships and resources necessary to support the growth and impact of AFWAG across the Sub saharan Africa. Specific responsibilities include:

Strategy and Execution

- Ensure that AFWAG meets its annual revenue targets
- Work in close partnership with the CEO as well as other stakeholders to build and manage a pipeline of potential supporters.
- Create and execute strategies for the identification, cultivation, solicitation, and stewardship of new donors.
- Set vision for a robust portfolio of current donors including developing an annual cultivation and partnership engagement strategy for key stakeholders.
- Have a deep knowledge of AFWAG's priorities to represent the organization effectively with external constituents and link donor interests to our priorities
- Identify and execute on opportunities for advancing AFWAG's external positioning, including conceptualising and implementing events (e.g panel session at prominent conferences and events related to women, girls, and leadership)
- Work with AFWAG's public affairs and marketing team to generate engagement benefits, and to execute on communications plans
- Maintain a lens on funding trends and initiatives with foresight, to help position AFWAG for future opportunities

Writing & Communications

- Lead the grant writing process from identifying opportunities, crafting proposals, submitting applications, to coordinating with finance and program staff for accurate budgets.
- Ensure that grant proposals resonate with AFWAG's mission and objectives.
- Draft communications and other requests on behalf of the CEO and other key stakeholders
- Develop appropriate recognition opportunities and benefits for current supporters

Building Relationships

- Along with the CEO and Chief Strategy and Development Officer co-own the donor pipeline.
- Develop deep relationships with and understanding of a diverse pool of prospects and donors
- Steward current supporters by representing AFWAG in relevant regional and global forums.



- Build and maintain strong relationships with network members and strategic partners in pursuit of joint funding opportunities

Education & Experience

- Bachelor's degree required
- Strong written and interpersonal communication skills, as well as research and analytical skills are required
- Fluent in English and other languages spoken in the local and/or organisational context highly preferred
- Proven experience in fundraising, development, or a related field. Including significant leadership responsibility and track record generating resources, developing partnerships, and building strong and diverse teams
- Previous communications / non-profit experience preferred, but not required
- Previous experience working in a global organisation and/or a matrix organisational structure preferred, but not required
- Previous experience working in a remote, virtual work environment preferred, but not required
- Proficiency with Microsoft Excel, PowerPoint, Word, and Outlook highly preferred

Competencies

- Exceptional strategic, proactive, and analytical skills
- Ability to juggle several competing priorities at once with a spirit of flexibility and positive outlook
- Ability to manage multiple projects and deadlines in a regional, fast-paced, dynamic work environment, while maintaining a very high bar for quality
- Excellent organisational skills and attention to detail and accuracy
- Exemplifies Alliance For Women and Girl's core values and a commitment to Alliance For Women and Girls mission
- Ability to develop strong, authentic relationships with diverse individuals, and to influence and motivate others through both formal and informal authority; management experience is a plus

Compensation

Salary for this position is competitive and dependent on country of hire and prior work

Apply now

Please submit your resume and a one-page cover letter to hr@afwag.org