



**Role Title:** Senior Development and Fundraising Manager

**Reporting to:** Chief Strategy and Development Officer

**Location:** Kenya, Zimbabwe, South Africa Nigeria, United Kingdom, Malawi

### **Position Summary**

The Alliance for Women and Girls (AFWAG) is on the lookout for a passionate and experienced Development and Fundraising Manager. 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**

#### **1. Strategy Development**

- a. Develop the research strategy and conduct the analysis of prospective donors and existing connections, creating strategies to inspire stakeholders to contribute.
- b. Generate new opportunities to increase funding from a diverse portfolio of donors.
- c. Drive annual cultivation and engagement strategy, leveraging and collaborating with internal and external stakeholders.
- d. Identify and execute on opportunities for joint external positioning, and conceptualise and implement events (e.g panel session at prominent conferences and events related to women, girls, and leadership)
- e. Support the Chief Strategy and Development Office in developing a comprehensive donor communication and cultivation strategy that aligns with the organisation's goals and objectives.

#### **2. Grant Writing Process**

- a. Lead the grant writing process from identifying opportunities, crafting proposals, submitting applications, to coordinating with finance and program staff for accurate budgets.
- b. Ensure that grant proposals resonate with AFWAG's mission and objectives.

#### **3. Effective and thoughtful stewardship of AFWAG's Supporters Pipeline**

- a. With the CEO, and Chief Strategy and Development Office, co-own AFWAG's pipeline of donors and champions.
- b. Set vision for and develop an annual cultivation and engagement strategy for key stakeholders, including local and regional contacts, and other decision makers.
- c. Identify, engage, and cultivate relationships with global supporters in alignment with AFWAG's mission and values. Work in conjunction with the Head of Development to build a comprehensive global supporter pipeline.
- d. Collaborate with communications and program teams to promote AFWAG's mission, fundraising campaigns, and events.

- e. Develop and implement comprehensive project management plans for external priorities.
- f. Track project milestones, monitor progress and conduct regular project status meetings.
- g. Assist the Chief Strategy and Development Officer in devising a donor communication strategy that aligns with the organisation's goals.
- h. When needed, represent AFWAG at international events and meetings.
- i. Manage the monitoring and evaluation of the partnership, which includes monthly, quarterly, and annual reporting

### **Education & Experience**

- Bachelor's degree required
- Strong English written and interpersonal communication skills, as well as research and analytical skills are required
- Other languages spoken in the local and/or organisational context highly preferred
- Proven experience in fundraising, development, or a related field.
- 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**

- Ability to be strategic, proactive, and analytical
- 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](mailto:hr@afwag.org)