

Business Development Manager Vacancy in Johannesburg

About Southern Africa Philanthropy Foundation (SAPF) – Formerly Charities Aid Foundation Southern Africa (CAFSA)

Our mission is to: “support and encourage effective investment in society as part of everyone’s life in order to transform lives and communities.”

SAPF is an independent civil society organisation that promotes and facilitates philanthropy and corporate social investment (CSI) for true social change. Our definition of philanthropy includes all forms of private, corporate, and individual giving and social investment, including volunteering. Our Ultimate Aim is to increase the amount and impact of investment in civil society (those organisations variously referred to as NGOs, NPOs, CBOs, charities).

The scope of our work includes:

- Advising companies on CSI programmes that integrate with core business objectives
- Establishing Employee Community Involvement (ECI) programmes that create real benefit for communities, companies, and employees
- Facilitating payroll giving programmes
- Establishing and managing social investment funds on behalf of corporate clients
- Managing B-BBEE and tax compliance requirements
- Connecting donors and volunteers with validated NGOs organisations on our database
- Advocating for an enabling environment for giving and civil society action.
- Enabling all of the above through targeted research, information & communication services.
- Undertaking research on philanthropy nationally and internationally (either commissioned or independent).

SAPF (formerly CAFSA) was established in 1997 and formally constituted in the year 2000. SAPF is a member of the Charities Aid Foundation global network, headquartered in the UK, with a presence in the US, Canada, India, Brazil, Australia, Bulgaria, Kenya and Ghana, inter Alia. This international reach enables us to marry our unrivalled local knowledge with the experience of nine global offices.

Business Development Manager (BDM)

An opportunity has arisen for SAPF to recruit a BDM, in order to support its Growth Strategy. SAPF occupies a unique position as we consult to the corporate sector and support and strengthen civil society. SAPF is in the process of transitioning from a traditionally Non-Profit Organisation (NPO), into a Social Enterprise Organisation (SEO), in accordance with its new Growth and Expansion Strategy.

While this position will be an opportunity for the successful applicant to gain experience in both sectors and have the chance to contribute to the important work of promoting philanthropy and effective social investment, the **main** focus of the role, will be **to present /sell new SAPF products and services**, to the corporate sector, in support of the non-profit arm, of the organisation. Both the NPO and SEO will co-exist, under the SAPF umbrella. SAPF is a member of a global alliance of CAF offices and therefore the successful applicant would be exposed to a vast body of international knowledge.

The successful applicant will be located in the **Business Development Department** of the organisation, will report to the CEO, and be **responsible** for the following:

Business Development Strategy

The BDM will be required to review, input, and consolidate SAPF's current business development strategy, with a view to client retention, acquisition and growing the current client pipeline, in line with the SEO, business and sales imperatives, aligned to the Growth Strategy. This is essentially, a sales/fundraising role.

Business Development Pipeline

The BDM will be required to review, strengthen, and considerably grow the existing client pipeline, as well as cross-selling and up-selling, with current SAPF clients.

Acquisition of new clients

The Business Development Manager will be required to significantly grow a new pool of corporate clients, for SAPF.

Identification and growth of strategic alliances and partnerships for SAPF, and diversified revenue streams In accordance with SAPF's Business Development Strategy, the BDM will be required to identify additional strategic alliances and partners, in support of SAPF's expansion strategy.

Reporting to the CEO the BDM is responsible for prospecting and securing new business, leading, and managing the relationships with corporate, government and development clients across South Africa, in order to grow SAPF's market. Developing and sustaining an integrated approach to the components involved in the advancement of SAPF's mission, including marketing and business growth; advisory services to clients, sales, and project management. This role would be suitable for an accomplished business developer or management consultant accustomed to selling complex business solutions to medium and large global corporations. In addition, the successful candidate will have a demonstrable track record in respect of sales and fundraising expertise and likewise, will be extensively networked in respect of donors and partners, both locally and internationally.

Skills and Competencies for Success

The Business Development Manager will have senior level leadership, marketing and management experience and will demonstrate:

- Developing new business and long-term account opportunities through market analysis, prospecting, and cold calling
- Developing, coordinating, and implementing marketing plans designed to maintain and increase existing business and capture new opportunities
- Developing sales presentations, conducting seminars, and participating in meetings with clients and external vendors
- Business development of new accounts and relationship management of existing corporate accounts
- Developing and implementing the corporate business development strategy
- Seven to ten years' direct sales experience
- High-level strategic thinking and planning skills with a focus on integrating SAPF's fiscal and development goals.
- Excellent marketing, sales, communication, external relations, advocacy, motivational, co-ordination and leadership skills necessary to ensure the success of a results-orientated Social Investment Programme.
- A high level of personal motivation, initiative, energy, and creativity.
- Excellent writing and reporting skills.
- The ability to motivate, mentor, inspire and lead dedicated staff.
- Networks in the business, government and non-profit sectors, and the ability to work effectively with corporate and donor representatives at senior levels.
- An understanding of social investment and donor dynamics, the funding and development environment, and the capacity to strategically position SAPF within the national and international donor-investor context.

- Skills to encourage and build collaborative relationships within the SAPF client base, the NGO sector, the public, external stakeholders, and internal stakeholders.
- A solid knowledge of both the corporate and not-for-profit sectors
- The ability to conceptualise and oversee budgets, and to provide oversight of donor funding; and
- Recognition of the values of SAPF and an understanding of its role in South Africa, the region, and internationally. This will include SAPF's responsibilities to the people, communities, businesses, and organisations in the Southern African region.

Technical skills and knowledge

- High level of numeracy
- High level of computer literacy and proficiency (MS Word; Powerpoint; PTS; Excel)
- Effective time management, planning and organising skills
- Analytical ability
- Ability to handle pressure and deal with deadlines
- Demonstrated ability of quality assurance and attention to detail
- Proven track record of sales, in the corporate sector

Attributes

- Excellent verbal and written communication skills
- Excellent marketing and sales skills
- Pro-active approach to service delivery
- Excellent relationship building skills
- Co-operative approach and ability to work effectively with all stakeholders (clients, NPOs, funders, service providers, staff)
- Self-starter
- High level of integrity
- High energy levels
- Commit to and demonstrate, by example, the values of SAPF
- Problem solving ability
- Resilience

Targets

The successful candidate will be required to source revenue for SAPF, in an amount of R3 million, during the first 18 months.

Type of Employment

SAPF will be offering an 18-month contract, renewable, depending upon targets being met.

Qualifications

An MBA degree or equivalent is preferred.

Employment Equity

SAPF favours employment equity principles, in its recruitment and procurement practices.

Interested candidates are invited to submit a CV, & and a motivation letter highlighting their suitability to the role to **MaraisButton & Associates**.

Email: rudayba@maraisbutton.co.za

Contact will only be made with shortlisted candidates.

Please do not contact **SAPF** directly.